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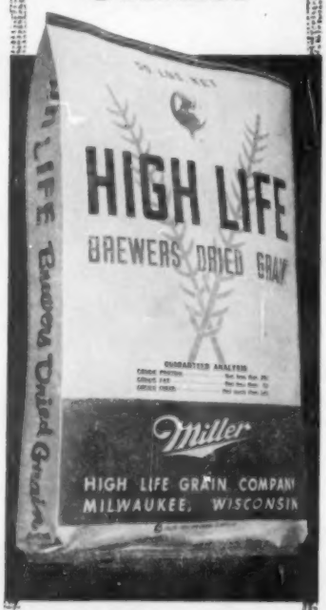

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A WEEKLY NEWSPAPER
For the Feed Manufacturer, Feed Jobber, Feed Broker and Feed Dealer

Index for January, 1960

Vol. 32 Nos. 1-5

ADDITIVES:
American Farm Bureau Federation ....Jan. 2—p 60
Feed Pelleting and Its Effects on Micro-Ingredients....Jan. 9—p 18
Human Health Aspects of Ag Chemicals 'Explored' at Minnesota Session ....Jan. 9—p 1
Indiana Grain & Feed Dealers Assn. ....Jan. 30—p 6
National Turkey Federation ....Jan. 9—p 1
Problems in Use of Agricultural Chemicals in Production of Livestock and Livestock Products ....Jan. 9—p 14
USDA Statement Endorses 'Safe' Chemicals ....Jan. 16—p 1

ALFALFA:
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Alfalfa Carotene as Vitamin A Source for Poultry ....Jan. 30—p 21
Alfalfa as Source of Vitamin A Studied ....Jan. 23—p 14
Automation in Alfalfa ....Jan. 30—p 17
Dehydrated Alfalfa in Confinement Feeding of Swine....Jan. 30—p 19
Estrogenic Activity of Forage Crops ....Jan. 30—p 18
Kansas Formula Feed Conference ....Jan. 30—p 50
Reports on Current Alfalfa Research ....Jan. 30—p 25

ANTIBIOTICS:
Antibiotic Improves Lamb Test Results ....Jan. 16—p 101
Antibiotic Product for Silage ....Jan. 30—p 4
Recent Advances in Sheep Nutrition ....Jan. 2—p 38
Tests of Creep Rations for Lambs ....Jan. 2—p 79

ARSENICALS:
Lamb Test Results ....Jan. 16—p 101

ASSOCIATIONS:
American Farm Bureau Federation (Annual Meeting) ....Jan. 2—pp 57 & 60
American Feed Manufacturers Assn.
(Publishes State Feed Law Digest) ....Jan. 16—p 7
(Publishes Purchasing Guides) ....Jan. 16—p 44
(Protests FDA Proposal on Trace Minerals) ....Jan. 30—p 1
Animal Health Institute (Health Event Set) ....Jan. 2—p 52
(Calls for Research Award Nominations) ....Jan. 16—p 15
California Egg Council (Merger with PENB) ....Jan. 2—p 51
California Hay, Grain & Feed Dealers Assn. (Resignation) ....Jan. 2—p 6
Chicago Feed Club (Officers) ....Jan. 23—p 81
Farmers Elevator Assn. of South Dakota (Election) ....Jan. 2—p 83
Grain & Feed Dealers National Assn. (Emergency Feed Program) ....Jan. 2—p 20
Illinois Feed Assn. (Honors Harrod) ....Jan. 2—p 16
Indiana Grain & Feed Dealers Assn. (Convention) ....Jan. 23—p 4; Jan. 30—p 6
Institute of American Poultry Industries (Appointment)..Jan. 16—p 94
Kansas City Feed Club (Meeting) ....Jan. 16—p 4
Kansas Feed Mfrs. Assn. (Raise Memorial Fund) ....Jan. 23—p 7
Memphis Board of Trade Clearing Assn. (Elections) ....Jan. 2—p 79; Jan. 16—p 72
National Broiler Council (Broiler Promotion Program)...Jan. 30—p 1
(Promoting Broilers During January) ....Jan. 16—p 100
(Sets Special Problems Session) ....Jan. 23—p 6
National Feed Ingredients Assn. (Protests FDA Proposal) ....Jan. 30—p 1
National Turkey Federation (Convention) ....Jan. 9—p 6
(Meeting) ....Jan. 9—p 1
New Hampshire Poultry Growers Assn. (Meeting) ....Jan. 2—p 10
Northwest Retail Feed Assn. (Convention) ....Jan. 23—p 1
Omaha Feed Club (Meeting) ....Jan. 23—p 6
Ontario Retail Feed Dealers Assn. (Bulletin) ....Jan. 16—p 16
Pennsylvania Millers and Feed Dealers Assn. (Feeder Pig Sales) ....Jan. 16—p 16
(Favors Private Storage) ....Jan. 23—p 8
Poultry & Egg National Board (Merger with California Council) ....Jan. 2—p 51
(New Products Unit) ....Jan. 16—p 34
Southeastern Poultry & Egg Assn. (Meeting) ....Jan. 30—p 1
Texas Egg Council (New Association) ....Jan. 9—p 68

AUTHORS:
Allen, W. S.
Planning a Grain Drying System ....Jan. 16—p 26
Ames, Dr. Stanley R.
Technical Projects Committee and Its Program ....Jan. 9—p 38
Atkinson, Dr. J. H.
Four Types of Hog Finishing Contracts in Indiana....Jan. 30—p 82
Bentley, Orville G.
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Blair, Jess
Broiler Contractor Finds Farm Store More Profitable..Jan. 2—p 18
McMillen Operates Bulk Loading Plant ....Jan. 16—p 58
Chrisman, Joseph
Automation in Alfalfa ....Jan. 30—p 17
Coleman, J. P.
Four Types of Hog Finishing Contracts in Indiana....Jan. 30—p 82
Collins, Bernard
Midwest Farmer Can Compete Against Integration, 'Bigness' ....Jan. 9—p 50
Conrad, Dr. J. H.
The Role of Dehydrated Alfalfa in Confinement Feeding of Swine ....Jan. 30—p 19
Couch, J. R.
Poultry Health as Influenced by Management Under Conditions of Intensified Production ....Jan. 16—p 20
Davies, R. E.
Poultry Health as Influenced by Management Under Conditions of Intensified Production ....Jan. 16—p 20
Embry, Lawrence B.
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Frost, Douglas V.
Comparison of Vitamin K_1 and Menadione Sodium Bisulfite Complex as Standards in Chick Diets Suggested for Vitamin K Assay ....Jan. 23—p 34
Preparation for Vitamin K Assay of Feeds ....Jan. 16—p 48
Grimninger, Dr. Paul
Standards and Diets for Vitamin K Research ....Jan. 16—p 48
Haldeman, Robert C.
Grain Transportation Patterns Shift; Rails Cut Rates to Meet Competition ....Jan. 16—p 88
Hopkins, D. T.
Studies on Vitamin K Assay Diets ....Jan. 9—p 38
Kelley, James F.
Grain Drier Operation ....Jan. 16—p 26
Klitz, Dr. Warren D.
Estrogenic Activity of Forage Crops ....Jan. 30—p 18
Lance, Phil
Pennsylvania Feed Firm Enters Contracting to Cut Credit Risk ....Jan. 23—p 46
Larrick, George P.
Problems in Use of Agricultural Chemicals in Production of Livestock and Livestock Products ....Jan. 9—p 14
Meyer, Dr. J. H.
Some Ideas on Feeding Pelleted Rations to Ruminants ....Jan. 23—p 26
Nelson, Al P.
Feed Man-Veterinarian Cooperation ....Jan. 9—p 60
New Custom Mill Grinds on Appointment Basis ....Jan. 9—p 30
New Feed Plant in Illinois Specializes in Pelleted Rations for Beef Cattle and Swine ....Jan. 16—p 18
New Services Always Have Plus Sales Appeal ....Jan. 23—p 62
Pennsylvania Feed Dealer Has 5,200 Cage Layer Operation ....Jan. 30—p 30
Poultry Contracts Account for 60% of Firm's Feed Output ....Jan. 2—p 70
Norris, Dr. L. C.
Studies on Vitamin K Assay Diets ....Jan. 9—p 38
Parrish, Dr. D. B.
Alfalfa Carotene as Vitamin A Source for Poultry ..Jan. 30—p 21
Perdue, Henry S.
Comparison of Vitamin K_1 and Menadione Sodium Bisulfite Complex as Standards in Chick Diets Suggested for Vitamin K Assay ....Jan. 23—p 34
Pudelkiewicz, Dr. W. J.
A Report Preparatory to Choosing of ANRC Vitamin E Standards ....Jan. 30—p 66
Roy, Dr. Paul
Impact of Increasing Feed Grain Production and Feeding Operations in the Southwest ....Jan. 30—p 44
Sanford, Dr. P. E.
Alfalfa Carotene as Vitamin A Source for Poultry ....Jan. 30—p 21
Scott, Dr. M. L.
Studies on Vitamin K Assay Diets ....Jan. 9—p 38
Wornick, Robert C.
Feed Pelleting and Its Effect on Micro-Ingredients...Jan. 9—p 18

BARLEY:
Barley Source of Both Grain and Roughage in Tests...Jan. 16—p 90

BOARDS OF TRADE:
Boston Grain & Flour Exchange (Honors C. D. Worthing)..Jan. 2—p 85
Chicago Board of Trade (Election) ....Jan. 30—p 73
Cincinnati Board of Trade (Officers) ....?....Jan. 2—p 4
Kansas City Board of Trade (Officers) ....Jan. 23—p 82
Louisville Board of Trade (Elections) ....Jan. 30—p 95
Memphis Board of Trade (Tie for Vice President) ....Jan. 16—p 4
Merchants Exchange of St. Louis (Nomination) ....Jan. 2—p 7
Toledo Board of Trade (Election) ....Jan. 23—p 48

BROILER FEEDING:
Delmarva Regional Poultry Meeting ....Jan. 16—p 6

BULK HANDLING:
McMillen Operates Bulk Loading Plant ....Jan. 16—p 58

CANADA:
Canada Nixes Late '59 Egg Payment Help ....Jan. 30—p 95
Canadian Farm Hog Numbers Decline ....Jan. 30—p 10
Orderly Marketing of Canadian Hogs Urged ....Jan. 2—p 6
Shipments of Feeds in Canada Increase ....Jan. 2—p 85

CATTLE FEEDING:
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Barley Source of Both Grain and Roughage in Tests....Jan. 16—p 90
Kansas Formula Feed Conference ....Jan. 30—p 50
Mississippi Research on Cattle Management and Feeding Reviewed ....Jan. 9—p 74
Northwest Retail Feed Assn. ....Jan. 23—p 1
Reports on Beef Cattle Research Issued by Ohio Station..Jan. 16—p 68
Some Ideas on Feeding Pelleted Rations to Ruminants..Jan. 23—p 26
Steers Gain More on Pasture Than in Drylot ....Jan. 2—p 80

CHEMOBIOTIC:
Beef Cattle Research Told at S. D. Meeting....Jan. 16—p 75
Stilbestrol, Dynafac Help Increase Gains ....Jan. 2—p 53
Tests of Creep Rations for Lambs ....Jan. 2—p 79

COMPANIES:
Aeroglide Corp. (Kansas Plant) ....Jan. 23—p 82
Alabama Flour Mills (Appointment) ....Jan. 16—p 107
Allied Mills, Inc. (Retirement) ....Jan. 16—p 72
(Appointments) ....Jan. 23—p 14
Amburgo Co., Inc. (Meeting) ....Jan. 2—p 14
American Cyanamid Co. (Winners Announced) ....Jan. 30—p 65
(Aureomycin Crumbles Promotion) ....Jan. 30—p 93
Arbor Acres (Appointment) ....Jan. 23—p 31
Archer-Daniels-Midland Co. (Appointments) ....Jan. 2—pp 4 & 36
Arenal Farms Feed Mill (Enters Contracting) ....Jan. 23—p 46
Arnold Elevator Mills (Sold) ....Jan. 2—p 44
Babcock Poultry Farm (Appointments) ....Jan. 16—pp 34 & 83
Beacon Milling Co. (Appointment) ....Jan. 9—p 7; Jan. 16—p 58
Bemis Bro. Bag Co. (Personnel Transfer) ....Jan. 2—p 88
B-I-F Industries, Inc. (Appointments) ....Jan. 2—p 68
Blatchford Calf Meal Co. (Election) ....Jan. 30—p 12
Brown, Jaff D., & Co., Inc. (Appointment) ....Jan. 9—p 57
Burrows Equipment Co. (Officers) ....Jan. 2—p 85
Burrus Feed Mills (Sales Meeting) ....Jan. 2—p 77
Cargill, Inc. (Plans Building) ....Jan. 2—p 7
Carnation Co. (Friskies Ad Campaign) ....Jan. 30—p 65
Central Soya Co., Inc. (Promotions) ....Jan. 2—p 4
Chattanooga Boiler & Tank Co. (Cancels Sales Contract) ....Jan. 2—p 6
Chemell, L. A., Co. (Suits Against Chemell Set) ....Jan. 9—p 7
Chemell, L. A., Co. (Bankruptcy Case Adjourned) ....Jan. 16—p 4
Clute, Francis H., & Son (New Pelleting Unit) ....Jan. 2—p 8
Colorado Milling & Elevator Co. (Election) ....Jan. 9—p 67
Commercial Solvents Corp. (Antibiotic for Silage) ....Jan. 30—p 34
(Meeting) ....Jan. 2—p 15
Consumers Cooperative Assn. (Appointment) ....Jan. 16—p 39
Cooperative G.L.F. Exchange, Inc. (New Feeds) ....Jan. 2—p 8
(Package Changes) ....Jan. 2—p 50
Corn Products Co. (Drug for Dog Food) ....Jan. 16—p 8
Daffin Mfg. Co. (Appointments) ....Jan. 23—p 7; Jan. 16—p 99
(Depots in West) ....Jan. 16—p 76
Dakota Salt & Chemical Co. (Production Date) ....Jan. 30—p 7
Dasera Farms (Feeding Expands) ....Jan. 2—p 27
Doane Agricultural Service, Inc. (Election) ....Jan. 9—p 29
Dodgen Industries (Purchase Plan) ....Jan. 30—p 16
Dorn & Mitchell Laboratories, Inc. (Vaccine Plant) ....Jan. 16—p 16
Dow Chemical Co. (Sales Report) ....Jan. 23—p 7
Dun & Bradstreet, Inc. (Requests Statements) ....Jan. 9—p 78
Eastern States Farmers Exchange (Appointment) ....Jan. 16—p 10
Ewing, Ray, Co. (Appointments) ....Jan. 9—p 67; Jan. 16—p 98
Farm Bureau Services, Inc. (Sales Report) ....Jan. 9—p 68
Farmers Union Marketing Assn. (Fire) ....Jan. 23—p 7
Feed Service Corp. (Appointment) ....Jan. 23—p 74
(Liquid Feeding Film) ....Jan. 9—p 58
Fisher Flouring Mills (Elevator Restored) ....Jan. 2—p 4
Foxbilt, Inc. (Acquisition Planned by Morrell) ....Jan. 16—p 1
General Mills, Inc. (Appointments) ....Jan. 2—p 4; Jan. 16—p 11
(Broiler Contracts in Texas) ....Jan. 2—p 85
(Resignation) ....Jan. 16—p 4
(Sales Report) ....Jan. 16—p 7
Grace, W. R., & Co. (Sales Agent) ....Jan. 16—p 89
Graham Brothers, Inc. (Poultry Contracts) ....Jan. 2—p 70
Hales & Hunter Co. (Election) ....Jan. 23—p 10
(Modernization) ....Jan. 23—p 75
Heiman & Sons (Business Sold) ....Jan. 2—p 44
Hercules Powder Co. (Appointment) ....Jan. 9—p 63
Hill, Arthur R., Co., Inc. (Ingredient Trading) ....Jan. 2—p 57
Hoffmann-La Roche, Inc. (Appointment) ....Jan. 23—p 82
Hoke Bair Co. (Cage Layer Operation) ....Jan. 30—p 30
Honeggers' & Co. (Belgians' Visit) ....Jan. 30—p 73
Howes, S., Co., Inc. (Appointments) ....Jan. 23—p 48
Hubbard Milling Co. (Summer Orientation Plan) ....Jan. 9—p 12
International Minerals & Chemical Corp. (Promotion)...Jan. 16—p 10
Kellogg, Spencer, & Sons, Inc. (Appointment) ....Jan. 30—p 14
(Sales Report) ....Jan. 9—p 4
Keltgen Mill & Feed (Sales Promotion) ....Jan. 23—p 62
Koos, H. S., Co. (Promotion Techniques) ....Jan. 16—p 60
LaCrosse Trailer Co. (Pelleting Unit) ....Jan. 2—p 8
Mann, W. P., Sales Co. (Appointment) ....Jan. 2—p 45
Mar-Jac Poultry Co. (Plant Shutdown) ....Jan. 23—p 6
Martin Bros. (New Feed Plant) ....Jan. 16—p 18
Master Feed & Seed Co., Inc. (Bulk Station) ....Jan. 30—p 36
Mauldin Feed & Seed Co. (Broiler Contractor) ....Jan. 2—p 18
McMillen Feed Mills (Automated Pelleting System)....Jan. 2—p 34
(Bulk Loading Plant) ....Jan. 16—p 58
(Expands Research Facilities) ....Jan. 16—p 6
(Promotions) ....Jan. 30—p 10
Merck & Co. (Appointments) ....Jan. 23—p 48; Jan. 16—p 7
(Mastitis Ointment) ....Jan. 16—p 46

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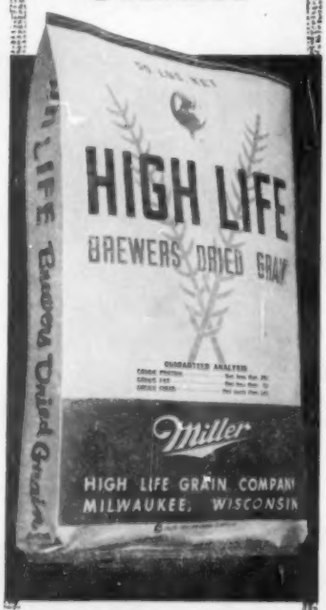

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Index for January, 1960

Vol. 32 Nos. 1-5

ADDITIVES:
American Farm Bureau Federation ....Jan. 2—p 60
Feed Pelleting and Its Effects on Micro-Ingredients....Jan. 9—p 18
Human Health Aspects of Ag Chemicals 'Explored' at Minnesota Session ....Jan. 9—p 1
Indiana Grain & Feed Dealers Assn. ....Jan. 30—p 6
National Turkey Federation ....Jan. 9—p 1
Problems in Use of Agricultural Chemicals in Production of Livestock and Livestock Products ....Jan. 9—p 14
USDA Statement Endorses 'Safe' Chemicals ....Jan. 16—p 1

ALFALFA:
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Alfalfa Carotene as Vitamin A Source for Poultry ....Jan. 30—p 21
Alfalfa as Source of Vitamin A Studied ....Jan. 23—p 14
Automation in Alfalfa ....Jan. 30—p 17
Dehydrated Alfalfa in Confinement Feeding of Swine....Jan. 30—p 19
Estrogenic Activity of Forage Crops ....Jan. 30—p 18
Kansas Formula Feed Conference ....Jan. 30—p 50
Reports on Current Alfalfa Research ....Jan. 30—p 25

ANTIBIOTICS:
Antibiotic Improves Lamb Test Results ....Jan. 16—p 101
Antibiotic Product for Silage ....Jan. 30—p 4
Recent Advances in Sheep Nutrition ....Jan. 2—p 38
Tests of Creep Rations for Lambs ....Jan. 2—p 79

ARSENICALS:
Lamb Test Results ....Jan. 16—p 101

ASSOCIATIONS:
American Farm Bureau Federation (Annual Meeting) ....Jan. 2—pp 57 & 60
American Feed Manufacturers Assn.
(Publishes State Feed Law Digest) ....Jan. 16—p 7
(Publishes Purchasing Guides) ....Jan. 16—p 44
(Protests FDA Proposal on Trace Minerals) ....Jan. 30—p 1
Animal Health Institute (Health Event Set) ....Jan. 2—p 52
(Calls for Research Award Nominations) ....Jan. 16—p 15
California Egg Council (Merger with PENB) ....Jan. 2—p 51
California Hay, Grain & Feed Dealers Assn. (Resignation) ....Jan. 2—p 6
Chicago Feed Club (Officers) ....Jan. 23—p 81
Farmers Elevator Assn. of South Dakota (Election) ....Jan. 2—p 83
Grain & Feed Dealers National Assn. (Emergency Feed Program) ....Jan. 2—p 20
Illinois Feed Assn. (Honors Harrod) ....Jan. 2—p 16
Indiana Grain & Feed Dealers Assn. (Convention) ....Jan. 23—p 4; Jan. 30—p 6
Institute of American Poultry Industries (Appointment)..Jan. 16—p 94
Kansas City Feed Club (Meeting) ....Jan. 16—p 4
Kansas Feed Mfrs. Assn. (Raise Memorial Fund) ....Jan. 23—p 7
Memphis Board of Trade Clearing Assn. (Elections) ....Jan. 2—p 79; Jan. 16—p 72
National Broiler Council (Broiler Promotion Program)...Jan. 30—p 1
(Promoting Broilers During January) ....Jan. 16—p 100
(Sets Special Problems Session) ....Jan. 23—p 6
National Feed Ingredients Assn. (Protests FDA Proposal) ....Jan. 30—p 1
National Turkey Federation (Convention) ....Jan. 9—p 6
(Meeting) ....Jan. 9—p 1
New Hampshire Poultry Growers Assn. (Meeting) ....Jan. 2—p 10
Northwest Retail Feed Assn. (Convention) ....Jan. 23—p 1
Omaha Feed Club (Meeting) ....Jan. 23—p 6
Ontario Retail Feed Dealers Assn. (Bulletin) ....Jan. 16—p 16
Pennsylvania Millers and Feed Dealers Assn. (Feeder Pig Sales) ....Jan. 16—p 16
(Favors Private Storage) ....Jan. 23—p 8
Poultry & Egg National Board (Merger with California Council) ....Jan. 2—p 51
(New Products Unit) ....Jan. 16—p 34
Southeastern Poultry & Egg Assn. (Meeting) ....Jan. 30—p 1
Texas Egg Council (New Association) ....Jan. 9—p 68

AUTHORS:
Allen, W. S.
Planning a Grain Drying System ....Jan. 16—p 26
Ames, Dr. Stanley R.
Technical Projects Committee and Its Program ....Jan. 9—p 38
Atkinson, Dr. J. H.
Four Types of Hog Finishing Contracts in Indiana....Jan. 30—p 82
Bentley, Orville G.
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Blair, Jess
Broiler Contractor Finds Farm Store More Profitable..Jan. 2—p 18
McMillen Operates Bulk Loading Plant ....Jan. 16—p 58
Chrisman, Joseph
Automation in Alfalfa ....Jan. 30—p 17
Coleman, J. P.
Four Types of Hog Finishing Contracts in Indiana....Jan. 30—p 82
Collins, Bernard
Midwest Farmer Can Compete Against Integration, 'Bigness' ....Jan. 9—p 50
Conrad, Dr. J. H.
The Role of Dehydrated Alfalfa in Confinement Feeding of Swine ....Jan. 30—p 19
Couch, J. R.
Poultry Health as Influenced by Management Under Conditions of Intensified Production ....Jan. 16—p 20
Davies, R. E.
Poultry Health as Influenced by Management Under Conditions of Intensified Production ....Jan. 16—p 20
Embry, Lawrence B.
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Frost, Douglas V.
Comparison of Vitamin K_1 and Menadione Sodium Bisulfite Complex as Standards in Chick Diets Suggested for Vitamin K Assay ....Jan. 23—p 34
Preparation for Vitamin K Assay of Feeds ....Jan. 16—p 48
Grimninger, Dr. Paul
Standards and Diets for Vitamin K Research ....Jan. 16—p 48
Haldeman, Robert C.
Grain Transportation Patterns Shift; Rails Cut Rates to Meet Competition ....Jan. 16—p 88
Hopkins, D. T.
Studies on Vitamin K Assay Diets ....Jan. 9—p 38
Kelley, James F.
Grain Drier Operation ....Jan. 16—p 26
Klitz, Dr. Warren D.
Estrogenic Activity of Forage Crops ....Jan. 30—p 18
Lance, Phil
Pennsylvania Feed Firm Enters Contracting to Cut Credit Risk ....Jan. 23—p 46
Larrick, George P.
Problems in Use of Agricultural Chemicals in Production of Livestock and Livestock Products ....Jan. 9—p 14
Meyer, Dr. J. H.
Some Ideas on Feeding Pelleted Rations to Ruminants ....Jan. 23—p 26
Nelson, Al P.
Feed Man-Veterinarian Cooperation ....Jan. 9—p 60
New Custom Mill Grinds on Appointment Basis ....Jan. 9—p 30
New Feed Plant in Illinois Specializes in Pelleted Rations for Beef Cattle and Swine ....Jan. 16—p 18
New Services Always Have Plus Sales Appeal ....Jan. 23—p 62
Pennsylvania Feed Dealer Has 5,200 Cage Layer Operation ....Jan. 30—p 30
Poultry Contracts Account for 60% of Firm's Feed Output ....Jan. 2—p 70
Norris, Dr. L. C.
Studies on Vitamin K Assay Diets ....Jan. 9—p 38
Parrish, Dr. D. B.
Alfalfa Carotene as Vitamin A Source for Poultry ..Jan. 30—p 21
Perdue, Henry S.
Comparison of Vitamin K_1 and Menadione Sodium Bisulfite Complex as Standards in Chick Diets Suggested for Vitamin K Assay ....Jan. 23—p 34
Pudelkiewicz, Dr. W. J.
A Report Preparatory to Choosing of ANRC Vitamin E Standards ....Jan. 30—p 66
Roy, Dr. Paul
Impact of Increasing Feed Grain Production and Feeding Operations in the Southwest ....Jan. 30—p 44
Sanford, Dr. P. E.
Alfalfa Carotene as Vitamin A Source for Poultry ....Jan. 30—p 21
Scott, Dr. M. L.
Studies on Vitamin K Assay Diets ....Jan. 9—p 38
Wornick, Robert C.
Feed Pelleting and Its Effect on Micro-Ingredients...Jan. 9—p 18

BARLEY:
Barley Source of Both Grain and Roughage in Tests...Jan. 16—p 90

BOARDS OF TRADE:
Boston Grain & Flour Exchange (Honors C. D. Worthing)..Jan. 2—p 85
Chicago Board of Trade (Election) ....Jan. 30—p 73
Cincinnati Board of Trade (Officers) ....?....Jan. 2—p 4
Kansas City Board of Trade (Officers) ....Jan. 23—p 82
Louisville Board of Trade (Elections) ....Jan. 30—p 95
Memphis Board of Trade (Tie for Vice President) ....Jan. 16—p 4
Merchants Exchange of St. Louis (Nomination) ....Jan. 2—p 7
Toledo Board of Trade (Election) ....Jan. 23—p 48

BROILER FEEDING:
Delmarva Regional Poultry Meeting ....Jan. 16—p 6

BULK HANDLING:
McMillen Operates Bulk Loading Plant ....Jan. 16—p 58

CANADA:
Canada Nixes Late '59 Egg Payment Help ....Jan. 30—p 95
Canadian Farm Hog Numbers Decline ....Jan. 30—p 10
Orderly Marketing of Canadian Hogs Urged ....Jan. 2—p 6
Shipments of Feeds in Canada Increase ....Jan. 2—p 85

CATTLE FEEDING:
Alfalfa in Beef Cattle Feeding ....Jan. 30—p 20
Barley Source of Both Grain and Roughage in Tests....Jan. 16—p 90
Kansas Formula Feed Conference ....Jan. 30—p 50
Mississippi Research on Cattle Management and Feeding Reviewed ....Jan. 9—p 74
Northwest Retail Feed Assn. ....Jan. 23—p 1
Reports on Beef Cattle Research Issued by Ohio Station..Jan. 16—p 68
Some Ideas on Feeding Pelleted Rations to Ruminants..Jan. 23—p 26
Steers Gain More on Pasture Than in Drylot ....Jan. 2—p 80

CHEMOBIOTIC:
Beef Cattle Research Told at S. D. Meeting....Jan. 16—p 75
Stilbestrol, Dynafac Help Increase Gains ....Jan. 2—p 53
Tests of Creep Rations for Lambs ....Jan. 2—p 79

COMPANIES:
Aeroglide Corp. (Kansas Plant) ....Jan. 23—p 82
Alabama Flour Mills (Appointment) ....Jan. 16—p 107
Allied Mills, Inc. (Retirement) ....Jan. 16—p 72
(Appointments) ....Jan. 23—p 14
Amburgo Co., Inc. (Meeting) ....Jan. 2—p 14
American Cyanamid Co. (Winners Announced) ....Jan. 30—p 65
(Aureomycin Crumbles Promotion) ....Jan. 30—p 93
Arbor Acres (Appointment) ....Jan. 23—p 31
Archer-Daniels-Midland Co. (Appointments) ....Jan. 2—pp 4 & 36
Arenal Farms Feed Mill (Enters Contracting) ....Jan. 23—p 46
Arnold Elevator Mills (Sold) ....Jan. 2—p 44
Babcock Poultry Farm (Appointments) ....Jan. 16—pp 34 & 83
Beacon Milling Co. (Appointment) ....Jan. 9—p 7; Jan. 16—p 58
Bemis Bro. Bag Co. (Personnel Transfer) ....Jan. 2—p 88
B-I-F Industries, Inc. (Appointments) ....Jan. 2—p 68
Blatchford Calf Meal Co. (Election) ....Jan. 30—p 12
Brown, Jaff D., & Co., Inc. (Appointment) ....Jan. 9—p 57
Burrows Equipment Co. (Officers) ....Jan. 2—p 85
Burrus Feed Mills (Sales Meeting) ....Jan. 2—p 77
Cargill, Inc. (Plans Building) ....Jan. 2—p 7
Carnation Co. (Friskies Ad Campaign) ....Jan. 30—p 65
Central Soya Co., Inc. (Promotions) ....Jan. 2—p 4
Chattanooga Boiler & Tank Co. (Cancels Sales Contract) ....Jan. 2—p 6
Chemell, L. A., Co. (Suits Against Chemell Set) ....Jan. 9—p 7
Chemell, L. A., Co. (Bankruptcy Case Adjourned) ....Jan. 16—p 4
Clute, Francis H., & Son (New Pelleting Unit) ....Jan. 2—p 8
Colorado Milling & Elevator Co. (Election) ....Jan. 9—p 67
Commercial Solvents Corp. (Antibiotic for Silage) ....Jan. 30—p 34
(Meeting) ....Jan. 2—p 15
Consumers Cooperative Assn. (Appointment) ....Jan. 16—p 39
Cooperative G.L.F. Exchange, Inc. (New Feeds) ....Jan. 2—p 8
(Package Changes) ....Jan. 2—p 50
Corn Products Co. (Drug for Dog Food) ....Jan. 16—p 8
Daffin Mfg. Co. (Appointments) ....Jan. 23—p 7; Jan. 16—p 99
(Depots in West) ....Jan. 16—p 76
Dakota Salt & Chemical Co. (Production Date) ....Jan. 30—p 7
Dasera Farms (Feeding Expands) ....Jan. 2—p 27
Doane Agricultural Service, Inc. (Election) ....Jan. 9—p 29
Dodgen Industries (Purchase Plan) ....Jan. 30—p 16
Dorn & Mitchell Laboratories, Inc. (Vaccine Plant) ....Jan. 16—p 16
Dow Chemical Co. (Sales Report) ....Jan. 23—p 7
Dun & Bradstreet, Inc. (Requests Statements) ....Jan. 9—p 78
Eastern States Farmers Exchange (Appointment) ....Jan. 16—p 10
Ewing, Ray, Co. (Appointments) ....Jan. 9—p 67; Jan. 16—p 98
Farm Bureau Services, Inc. (Sales Report) ....Jan. 9—p 68
Farmers Union Marketing Assn. (Fire) ....Jan. 23—p 7
Feed Service Corp. (Appointment) ....Jan. 23—p 74
(Liquid Feeding Film) ....Jan. 9—p 58
Fisher Flouring Mills (Elevator Restored) ....Jan. 2—p 4
Foxbilt, Inc. (Acquisition Planned by Morrell) ....Jan. 16—p 1
General Mills, Inc. (Appointments) ....Jan. 2—p 4; Jan. 16—p 11
(Broiler Contracts in Texas) ....Jan. 2—p 85
(Resignation) ....Jan. 16—p 4
(Sales Report) ....Jan. 16—p 7
Grace, W. R., & Co. (Sales Agent) ....Jan. 16—p 89
Graham Brothers, Inc. (Poultry Contracts) ....Jan. 2—p 70
Hales & Hunter Co. (Election) ....Jan. 23—p 10
(Modernization) ....Jan. 23—p 75
Heiman & Sons (Business Sold) ....Jan. 2—p 44
Hercules Powder Co. (Appointment) ....Jan. 9—p 63
Hill, Arthur R., Co., Inc. (Ingredient Trading) ....Jan. 2—p 57
Hoffmann-La Roche, Inc. (Appointment) ....Jan. 23—p 82
Hoke Bair Co. (Cage Layer Operation) ....Jan. 30—p 30
Honeggers' & Co. (Belgians' Visit) ....Jan. 30—p 73
Howes, S., Co., Inc. (Appointments) ....Jan. 23—p 48
Hubbard Milling Co. (Summer Orientation Plan) ....Jan. 9—p 12
International Minerals & Chemical Corp. (Promotion)...Jan. 16—p 10
Kellogg, Spencer, & Sons, Inc. (Appointment) ....Jan. 30—p 14
(Sales Report) ....Jan. 9—p 4
Keltgen Mill & Feed (Sales Promotion) ....Jan. 23—p 62
Koos, H. S., Co. (Promotion Techniques) ....Jan. 16—p 60
LaCrosse Trailer Co. (Pelleting Unit) ....Jan. 2—p 8
Mann, W. P., Sales Co. (Appointment) ....Jan. 2—p 45
Mar-Jac Poultry Co. (Plant Shutdown) ....Jan. 23—p 6
Martin Bros. (New Feed Plant) ....Jan. 16—p 18
Master Feed & Seed Co., Inc. (Bulk Station) ....Jan. 30—p 36
Mauldin Feed & Seed Co. (Broiler Contractor) ....Jan. 2—p 18
McMillen Feed Mills (Automated Pelleting System)....Jan. 2—p 34
(Bulk Loading Plant) ....Jan. 16—p 58
(Expands Research Facilities) ....Jan. 16—p 6
(Promotions) ....Jan. 30—p 10
Merck & Co. (Appointments) ....Jan. 23—p 48; Jan. 16—p 7
(Mastitis Ointment) ....Jan. 16—p 46

Midland Cooperative, Inc. (Expansion Plans) .....Jan. 16—p 39
Montana Flour Mills (Telecast) .....Jan. 2—p 88
Morrell, John, & Co. (Foxbilt Acquisition Planned) ...Jan. 16—p 1
National Alfalfa Dehydrating & Milling Co. (Package Design) .....Jan. 23—p 70
Naturich Mills (Announces Feedlot) .....Jan. 2—p 1
Nopco Chemical Co. (Appointments) ...Jan. 16—p 99; Jan. 30—p 99
(Executive Changes) .....Jan. 16—p 15
Norris Cattle Co. (Feeding) .....Jan. 2—p 27
Nulaid Farmers Assn. (Fryer Ration) .....Jan. 16—p 17
Nutrena Mills, Inc. (Appointments) .....Jan. 9—p 49
Ogilvie Flour Mills Co., Ltd. (Appointment) .....Jan. 2—p 54
Paymaster Feed Mills (Integration Expansion) .....Jan. 9—p 6
Pay Way Feed Mills (Outstanding Salesman) .....Jan. 30—p 93
Peavey Feed Mills (N. D. Construction) .....Jan. 16—p 93
Pfizer, Chas., & Co., Inc. (Animal Health Poster) ....Jan. 23—p 71
Pillsbury Co. (Salesmen Honored) .....Jan. 2—p 7
(Sales Report) .....Jan. 16—p 10
Poultry Producers of Central California (Changes Name) .Jan. 16—p 39
(Construction) .....Jan. 2—p 66
Prater Pulverizer Co. (Contest for Feed Millers) .....Jan. 16—p 12
(Michigan Representative) .....Jan. 23—p 60
(Sales Meeting) .....Jan. 16—p 96
Productive Acres Manufacturing Co. (Consolidates Manufacturing) .....Jan. 2—p 4
Putney Hatchery (Fire) .....Jan. 2—p 23
Quaker Oats Co. ('Controlled Energy' Research) ....Jan. 30—p 8
Ralston Purina Co. (Appointment) .....Jan. 16—p 40
(Poultry Ads) .....Jan. 2—p 6
(Sales Report) .....Jan. 9—p 4
River Grain Terminals (Expansion) .....Jan. 2—p 8
Rocky Mountain Phosphates, Inc. (New Company) ....Jan. 2—p 11
(Plant to Open) .....Jan. 30—p 6
St. Regis Paper Co. (Appointments) .....Jan. 9—p 15
Salsbury's, Dr., Laboratories (Appointment) .....Jan. 30—p 81
Scio Mill & Elevator Co. (Californians Buy Mill) .....Jan. 23—p 4
Simonsen Manufacturing Co. (Appointment) .....Jan. 9—p 63
Southern States Feed Service (Custom Mill) .....Jan. 9—p 30
Staley Farm Supply (New Mill) .....Jan. 30—p 38
Strong-Scott Manufacturing Co. (Appointment) .....Jan. 16—p 7
Sutorbilt Corp. (Appointment) .....Jan. 16—p 24
Tully, W. C., Co. (To Resume Consulting) .....Jan. 16—p 64
U. S. Industrial Chemicals Co. (Liquid Feeding Film) ..Jan. 9—p 58
Walnut Grove Products Co., Inc. (Catron Accepts Post) .Jan. 9—p 1
Weir, Albert, Co. (Oyster Shell Plant) .....Jan. 23—p 7
West Virginia Pulp & Paper Co. (Dallas Office Closed) .Jan. 23—p 64
(Sales Report) .....Jan. 30—p 80
White, Bob, & Co. (Moves to Minneapolis) .....Jan. 16—p 4
Wirthmore Feeds, Inc. (Display Contest) .....Jan. 9—p 34
(Movie) .....Jan. 30—p 10
(Promotion) .....Jan. 9—p 79

CONFERENCES:
Beef Research Day .....Jan. 16—p 75
Delmarva Regional Poultry Meeting .....Jan. 16—p 6
Farm Supply Credit Men's Conference .....Jan. 30—p 1
Kansas Formula Feed Conference .....Jan. 16—p 44; Jan. 30—p 50
Missouri Sheep Day .....Jan. 9—p 56

CONSTRUCTION:
Flanders Feed Mill (Tifton, Ga.) .....Jan. 2—p 79
Great Western Malting Co. (Vancouver, Wash.) .....Jan. 2—p 80
Poultry Producers of Central California (Turlock, Cal.) ..Jan. 2—p 66

CONSUMPTION & PRODUCTION:
Domestic Use, Exports of Feedstuffs at High Levels....Jan. 16—p 8
1958 Feed Sales in Missouri .....Jan. 2—p 32

CORN:
Up or Down .....Jan. 30—p 16

COTTONSEED:
Mississippi Research on Cattle Feeding .....Jan. 9—p 74

COW POOLS:
Eastern Ontario Farmers Planning Cow Pool .....Jan. 9—p 79

CREDIT & FINANCING:
AFMA and NEPPCO to Discuss Financing, Contracting..Jan. 9—p 1
Indiana Grain & Feed Dealers Assn. .....Jan. 30—p 6
Ontario Retail Feed Dealers Assn. .....Jan. 16—p 16
Pinch in Feed Credit at Retail Level .....Jan. 30—p 1
Southeastern Poultry & Egg Assn. .....Jan. 30—p 1

CROTALARIA:
Seed of Crotalaria Capable of Cutting Egg Production..Jan. 16—p 99

DAIRY FEEDING:
Good Concentrate and Hay Ration .....Jan. 2—p 14
Milk From Cows on Pure Brome May Get 'Unclean' Flavor .....Jan. 2—p 78
More Feedings Up Gains in Experiments .....Jan. 9—p 63
Underfeeding Dairy Heifers as Harmful as Overfeeding..Jan. 2—p 14

DIELDRIN:
Putting Research to Work .....Jan. 30—p 56

DISASTERS:
Farmers Union Marketing Assn. (Denver), Fire .....Jan. 2—p 57
Putney Hatchery (Dahlonega, Ga.), Fire .....Jan. 2—p 23

DISEASES:
Delmarva Poultry Meeting & Short Course .....Jan. 16—p 6
Extra Salt Reduces 'Water Belly' Losses .....Jan. 23—p 32
Kansas Formula Feed Conference .....Jan. 30—p 50
National Turkey Federation .....Jan. 9—p 1
Reports on Beef Cattle Research Issued by Ohio Station .Jan. 16—p 68
Respiratory Diseases Strike Broiler Flocks .....Jan. 23—p 56

EDUCATION:
Arizona Poultry Staff Appointments .....Jan. 2—p 11
Food Residue Group Named in Vermont .....Jan. 2—p 51
Iowa Names Poultry Department Head .....Jan. 23—p 82

ENERGY:
Recent 'Controlled Energy' Feeding Research Related...Jan. 30—p 8

ENZYMES:
Beef Research Day .....Jan. 16—p 75
Cattle Research at Ohio Agricultural Experiment Station .Jan. 16—p 68

FATS:
Putting Research to Work .....Jan. 9—p 62
Test Added Tallow in Swine Rations .....Jan. 9—p 16

FEED INDUSTRY:
Parlors Suffer in South .....Jan. 9—p 75

FEED SUPPLIES:
Farm Feed Grain Stocks Up 6% .....Jan. 23—p 11
October's Fish Meal Production Up .....Jan. 16—p 72
Range Condition in West .....Jan. 23—p 16

FISH PRODUCTS:
Feed Potential Viewed for Lake's Trash Fish.....Jan. 2—p 23

FORAGE TESTING:
Massachusetts Forage Testing Program Set .....Jan. 9—p 53
Washington Initiates Forage Testing Program .....Jan. 16—p 14

FREIGHT RATES:
Grain Transportation Patterns Shift; Rails Cut Rates to Meet Competition .....Jan. 16—p 88
Reduction in Rail Rates on Eastbound Grains Sought by Industry in East .....Jan. 23—p 19

GOVERNMENT AID:
Grain & Feed Dealers National Assn. .....Jan. 2—p 20

GRAIN BANK:
Indiana Grain & Feed Dealers Assn. .....Jan. 30—p 6

GRAIN DRYING:
Grain Drier Operation .....Jan. 16—p 26
Planning a Grain Drying System .....Jan. 16—p 26

GRAIN STORAGE:
Displeasure Over Suggested Storage Pact Changes ....Jan. 9—p 1
'Industry Must Face USSA Facts' .....Jan. 23—p 8
Official Forecasts Lower Rates .....Jan. 30—p 1
Pennsylvania Millers & Feed Dealers Assn. .....Jan. 23—p 8
Proposed Changes in Grain Storage Agreement .....Jan. 2—p 6
Renegotiation Issue Raised in Senate Hearing .....Jan. 16—p 1
Senator Symington Comments on USDA Statement ....Jan. 23—p 1
Statements Issued on Grain Storage Problem .....Jan. 23—p 8
Wide Range of Grain Warehousing Costs Indicated ...Jan. 30—p 7

GRAIN TRADE:
Soybeans Lead All Commodities in 1959 Trading .....Jan. 16—p 17

HORMONES:
Aim of Research Is to Stimulate Udder Growth, Milk Secretion by Feeding Hormones .....Jan. 30—p 88
Beef Research Day .....Jan. 16—p 75
Estrogenic Activity of Forage Crops .....Jan. 30—p 18
Mississippi Research on Cattle Feeding .....Jan. 9—p 74
Missouri Sheep Day .....Jan. 9—p 56
Omaha Feed Club .....Jan. 23—p 6
Proposal for Delaney Clause Changes .....Jan. 30—p 1
Recent Advances in Sheep Nutrition .....Jan. 2—p 38
Reports on Beef Cattle Research Issued by Ohio Station.Jan. 16—p 68
Stilbestrol, Dynafac Help Increase Gains .....Jan. 2—p 53
Stilbestrol No Aid to Milk Output in Tests .....Jan. 2—p 31
Stilbestrol Use in Poultry Stopped .....Jan. 2—p 79

HUNDREDWEIGHT:
American Farm Bureau Federation .....Jan. 2—p 60

INSECTICIDES:
Missouri Sheep Day .....Jan. 9—p 56

INTEGRATION & CONTRACT FARMING:
AFMA and NEPPCO Groups to Discuss Contracting ...Jan. 9—p 1
American Farm Bureau Federation .....Jan. 2—p 60
Dairy Trend Toward Partial Integration .....Jan. 2—p 66
Firm Enters Contracting to Cut Credit Risk .....Jan. 23—p 46
Four Types of Hog Finishing Contracts in Indiana .....Jan. 30—p 82
Future of Broiler Integration Noted in Texas Bulletin...Jan. 2—p 36
Integration Hit by Californians .....Jan. 2—p 77
'Land-Lease' Program for Hogs Started .....Jan. 9—p 72
Midwest Farmer Can Compete Against Integration.....Jan. 9—p 50
Ontario Farmers Planning Cow Pool .....Jan. 9—p 79
Parlors Suffer in South .....Jan. 9—p 75
Pennsylvania Dealer Has Cage Layer Operation .....Jan. 30—p 30
Poultry Contracts Account for 60% of Firm's Output...Jan. 2—p 70
Southeastern Poultry & Egg Assn. .....Jan. 30—p 1

LEGISLATION:
Integration Hit by Californians .....Jan. 2—p 77
New Hampshire Poultry Growers Assn. .....Jan. 2—p 10
President's Talk Seen as Having Deflated Effect on Commodities .....Jan. 9—p 1
Proposals for Delaney Clause Changes .....Jan. 30—p 1
Secretary Outlines FDA Views on Delaney Clause .....Jan. 2—p 1

LITERATURE:
New Feeding Booklet .....Jan. 2—p 36

LIVESTOCK INDUSTRY:
Corn Imports, More Hog Feeding in Wisconsin Urged..Jan. 2—p 83
Drylot and Range Feeding Expands in Southeast's Beef Industry .....Jan. 2—p 26
Impact of Increasing Feed Grain Production and Feeding Operations in the Southwest .....Jan. 30—p 44
Kansans Urged to Up Hog Production .....Jan. 2—p 53
Lamb Grading Service Suspension Withheld .....Jan. 9—p 16
Optimistic 1960 Outlook for Dairy Farmers .....Jan. 2—p 1
Parlors Suffer in South; Mixed Hog Feed Sales Down...Jan. 9—p 75
Pennsylvania Millers & Feed Dealers Assn. .....Jan. 16—p 16
Some Hog Farmers Mixing Own Feeds .....Jan. 9—p 64

LIVESTOCK NUMBERS:
Capital Comment .....Jan. 2—p 6
Cattle and Calves on Feed Show 9% Climb .....Jan. 23—p 1
Cattle Shipments Into Corn Belt Increase .....Jan. 9—p 16
Hog Price Levels Above Year Earlier Predicted .....Jan. 23—p 10
Stronger Hog Prices in Outlook .....Jan. 2—p 1
Up or Down .....Jan. 16—p 74
USDA Reports 7% Drop in Sheep, Lambs on Feed ....Jan. 16—p 7
USDA Sees Fed Cattle Prices Below 1959 Levels .....Jan. 23—p 12

MANAGEMENT—BUSINESS:
Northwest Retail Feed Assn. .....Jan. 23—p 1
Southeastern Poultry & Egg Assn. .....Jan. 30—p 1
Summer Orientation Plan for Prospective Workers ....Jan. 9—p 12

MANAGEMENT—LIVESTOCK & POULTRY:
Automatic Hog Feeding System to Weigh Feed .....Jan. 23—p 32
Delmarva Regional Poultry Meeting .....Jan. 16—p 6
Kansas Formula Feed Conference .....Jan. 16—p 44; Jan. 30—p 50
Poultry Health as Influenced by Management Under Conditions of Intensified Production .....Jan. 16—p 20

MARKETING:
Farm Bureau to Set Up Marketing Unit .....Jan. 2—p 57
Impact of Increasing Feed Grain Production and Feeding Operations in the Southwest .....Jan. 30—p 44
National Broiler Council .....Jan. 30—p 1
National Unit Urged for Egg Marketing .....Jan. 2—p 52
New Hampshire Poultry Growers Assn. .....Jan. 2—p 10
Practice to Cut Egg Marketing Cost .....Jan. 9—p 69
Southeastern Poultry & Egg Assn. .....Jan. 30—p 1

MERCHANDISING:
Broiler Contractor Finds Farm Store More Profitable...Jan. 2—p 18
New Services Always Have Plus Sales Appeal .....Jan. 23—p 62
Pennsylvania Feed Dealer .....Jan. 30—p 30
Promotion Techniques Used to Introduce New Feed Line .....Jan. 16—p 60

MINERALS:
Extra Salt Reduces 'Water Belly' Losses .....Jan. 23—p 32
FDA Proposes List of Trace Minerals Recognized as Safe .....Jan. 9—p 6
Georgia Tests Zinc in Broiler Ration .....Jan. 16—p 93
Industry Protests FDA Proposal on Trace Minerals .....Jan. 30—p 1
New Feed Phosphate Plant to Open in West .....Jan. 30—p 6
Putting Research to Work..Jan. 2—p 48; Jan. 16—p 53; Jan. 23—p 30
Questions Raised on FDA Zinc Limit in Feed for Poults..Jan. 16—p 4
Results of Recent Beef Cattle Research .....Jan. 16—p 75

MOBILE MILLING:
Broiler Contractor Finds Farm Store More Profitable...Jan. 2—p 18

MOLASSES:
Molasses Exports and Imports Drop Sharply .....Jan. 30—p 36

PELLETING:
Automated Pelleting System .....Jan. 2—p 34
Kansas Formula Feed Conference .....Jan. 30—p 50
Mississippi Research on Cattle Feeding .....Jan. 9—p 74
Missouri Sheep Day .....Jan. 9—p 56
Pelleting and Its Effects on Micro-Ingredients .....Jan. 9—p 18
Plans for Production of Small Pelleting Unit .....Jan. 2—p 8
Recent Advances in Sheep Nutrition .....Jan. 2—p 38
Reports on Ohio Beef Cattle Research .....Jan. 16—p 68
Some Ideas on Feeding Pelleted Rations to Ruminants..Jan. 23—p 26
Wafer, Pellets Tested in Steer Rations .....Jan. 9—p 10

POTATO STARCH PULP:
To Use Potato Starch Pulp in Cattle Feed .....Jan. 9—p 49

POULTRY FEEDING:
Alfalfa Carotene as Vitamin A Source for Poultry .....Jan. 30—p 21
'Controlled Energy' Feeding Research .....Jan. 30—p 8
Kansas Formula Feed Conference .....Jan. 30—p 50

POULTRY INDUSTRY:
Best Time to Start Broiler Studied .....Jan. 2—p 31
Big Poultry Farms Growing; Small Ones Declining .....Jan. 23—p 7
Broiler Shortage Causes Georgia Plant Shutdowns ....Jan. 23—p 6
Delmarva Regional Poultry Meeting .....Jan. 16—p 6
National Broiler Council .....Jan. 16—p 100; Jan. 30—p 1
National Turkey Federation .....Jan. 9—pp 1 & 6
New Hampshire Poultry Growers Assn. .....Jan. 2—p 10
North Carolina Egg Producers to Vote on Promotion Program .....Jan. 2—p 56
Oklahoma Egg Men Form State Council .....Jan. 30—p 81
Poultry & Egg National Board .....Jan. 16—p 34
Reduction in Rail Rates on Eastbound Grain Sought....Jan. 23—p 19
Says 56% of Delmarva Income From Broilers .....Jan. 23—p 60
Southeastern Poultry & Egg Assn. .....Jan. 30—p 1
State Egg Output Rank Changes .....Jan. 30—p 80
Texas Egg Council .....Jan. 9—p 68

Turn to FEEDSTUFFS INDEX, page 72

Continuing research indicates that as the stresses of disease, medication and handling increase, so does the need for vitamin K. When you have a vitamin K need (or problem), ask for . . .

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FEEDSTUFFS INDEX from page 71

USDA, Industry Discuss Poultry Reject Problem.....Jan. 2—p 1
USDA Offers to Purchase 1,195,700 lb. of Stilbestrol-Treated Poultry .....Jan. 23—p 7

POULTRY NUMBERS:
Chicken Pullorum Disease Testing Off .....Jan. 30—p 6
Fewer Chickens, Turkeys Tested for Pullorum Disease ..Jan. 2—p 54
Jan. 1 Laying Flock Smallest in 23 Years .....Jan. 16—p 1
Larger Heavy Breed Poult Hatch Seen .....Jan. 23—p 1
National Turkey Federation .....Jan. 9—p 1
Predict 6% Turkey Crop Gain .....Jan. 30—p 4
Pullorum Tests on Heavy Turkeys Up .....Jan. 30—p 14
Reduced Hatch of Chicks Indicated for January .....Jan. 23—p 1
20% Cut in Placements for Broiler Flocks Reported by USDA .....Jan. 23—p 77
Where the Nation's Layers Are Located .....Jan. 9—p 79

PRICES:
Broiler Prices Paid on Farm Average 18.30c in Delmarva .....Jan. 9—p 84
Broiler, Turkey Feeding Ratios Most Favorable .....Jan. 9—p 4
Broilers Steady, Eggs Mostly Down, Turkey Prices Generally Good .....Jan. 9—p 4
Dock Trouble Ends; Millfeeds Weaker .....Jan. 2—p 4
Hog Price Levels Above Year Earlier Predicted .....Jan. 23—p 10
Lamb Prices Studied at VPI .....Jan. 23—p 32
Optimistic 1960 Outlook for Dairy Farmers .....Jan. 2—p 1
President's Talk Seen as Having Deflating Effect on Commodities .....Jan. 9—p 1
Price Spread for Formula Poultry Feeds Studied .....Jan. 16—p 96
Producers Told to Buy Chicks Early .....Jan. 9—p 12
Significantly Higher Ingredient Prices .....Jan. 16—p 1
Southern Broiler Prices Advance .....Jan. 23—p 7
Soy Meal Down, Millfeeds Gain .....Jan. 23—p 4
Stronger Hog Prices in Outlook for Second Half of '60..Jan. 2—p 1
Trends in Cattle, Hog Prices .....Jan. 16—p 39
Up or Down .....Jan. 16—p 74; Jan. 30—p 16
USDA Sees Fed Cattle Prices Below 1959 .....Jan. 23—p 12

PRICE SUPPORTS:
USDA Buys Dried Egg Solids for Schools .....Jan. 23—p 6
USDA Keeps Current Dairy Support Prices .....Jan. 16—p 6
USDA to Resume Purchase of Dried Whole Egg Solids..Jan. 2—p 7

PRODUCTION & MILL OPERATIONS:
Automated Pelleting System .....Jan. 2—p 34
Modernization Steps Improve Efficiency .....Jan. 23—p 75
New Custom Mill Grinds on Appointment Basis.....Jan. 9—p 30
New Feed Plant Specializes in Pelleted Rations.....Jan. 16—p 18
New Iowa Mill Operated by Two Men .....Jan. 30—p 38
New Services Always Have Plus Sales Appeal .....Jan. 23—p 62
Pennsylvania Feed Dealer .....Jan. 30—p 30
Pennsylvania Feed Firm Enters Contracting .....Jan. 23—p 46
Poultry Contracts Account for 60% of Firm's Output...Jan. 2—p 70

PROTEIN:
Colorado Project's Goal Is Finding 'Economy Chicken'..Jan. 2—p 32
Kansas Formula Feed Conference .....Jan. 30—p 50
Mississippi Research on Cattle .....Jan. 9—p 74

REGULATORY:
AFMA Publishes Digest of State Feed Laws .....Jan. 16—p 7
Disposal Order Given Georgia Poultrymen .....Jan. 23—p 6
FDA Asked to Clear Drug for Dog Food .....Jan. 16—p 8
FDA Proposes List of Trace Minerals Recognized as Safe .....Jan. 9—p 6
FDA States Policy on Extension of Compliance Time....Jan. 9—p 7
Feed Control Comment .....Jan. 9—p 36; Jan. 23—p 72
Georgia Now Checking Bulk Analysis, Weight .....Jan. 23—p 56
Human Health Aspects of Ag Chemicals 'Explored' ...Jan. 9—p 1
Industry Protests FDA Proposal on Trace Minerals ....Jan. 30—p 1
Kansas Formula Feed Conference .....Jan. 30—p 50
Northwest Retail Feed Assn. .....Jan. 23—p 1
Omaha Feed Club .....Jan. 23—p 6
Problems in Use of Agricultural Chemicals .....Jan. 9—p 14
Proposals for Delaney Clause Changes .....Jan. 30—p 1
Questions on FDA Zinc Limit in Feed for Poults .....Jan. 16—p 4
Secretary Outlines FDA Views on Delaney Clause.....Jan. 2—p 1
Terephthalic Acid Shipment Seized .....Jan. 2—p 6
U.S. Accelerating Drive on Chemical Misuse .....Jan. 2—p 1

RESEARCH:
Colorado Project's Goal Is Finding 'Economy Chicken'..Jan. 2—p 32
Germ-Free Lamb Used in Nutrition Tests at Notre Dame.Jan. 16—p 84
Urges Research on Forage Crop Composition .....Jan. 2—p 4

RESTRICTED FEEDING:
Recent 'Controlled Energy' Feeding Research .....Jan. 30—p 8

SERVICE:
New Services Always Have Plus Sales Appeal .....Jan. 23—p 62
Northwest Retail Feed Assn. .....Jan. 23—p 1

SHEEP FEEDING:
California Sheepmen Get Feeding Advice .....Jan. 2—p 11
Missouri Sheep Day .....Jan. 9—p 56
No Great Difference in Creep Rations for Lambs.....Jan. 2—p 79
Recent Advances in Sheep Nutrition .....Jan. 2—p 38
Wide Grain Choice for Creep Feeding Lambs .....Jan. 2—p 45

SILAGE:
Reports on Ohio Beef Cattle Research .....Jan. 16—p 68

SOYBEANS:
Capital Comment .....Jan. 2—p 6
Soybean Oil Measured by Electronic Device .....Jan. 2—p 56

SWINE FEEDING:
Automatic Hog Feeding System Weighs Feed .....Jan. 9—p 67
Cereal Grains Tested as Corn Replacement .....Jan. 30—p 88
Dehydrated Alfalfa in Confinement Feeding of Swine...Jan. 30—p 19

TRADEMARKS:
Trademarks Issued by U.S. Patent Office .....Jan. 23—p 48

TRANQUILIZERS:
Recent Advances in Sheep Nutrition .....Jan. 2—p 38
Reports on Ohio Beef Cattle Research .....Jan. 16—p 68
Results of Recent Beef Cattle Research .....Jan. 16—p 75

TRANSPORTATION:
Grain Transportation Patterns Shift .....Jan. 16—p 88

TURKEY FEEDING:
National Turkey Federation .....Jan. 9—p 1

VETERINARIAN RELATIONSHIPS:
Feed Man-Veterinarian Cooperation .....Jan. 9—p 60

VITAMINS:
Putting Research to Work .....Jan. 2—p 48
Alfalfa Carotene as Vitamin A Source for Poultry.....Jan. 30—p 21
Alfalfa as Source of Vitamin A Studied .....Jan. 23—p 14
Comparison of Vitamin K_1 and Menadione Sodium Bisulfite Complex as Standards in Chick Diets Suggested for Vitamin K Assay (charts) .....Jan. 23—p 34
Kansas Formula Feed Conference .....Jan. 30—p 50
Preparation for Vitamin K Assay for Feeds .....Jan. 16—p 48
Report Preparatory to Choosing of ANRC Vitamin E Standards .....Jan. 30—p 66
Standards and Diets for Vitamin K Research .....Jan. 16—p 48
Studies on Vitamin K Assay Diets .....Jan. 6—p 38

WAFERING:
Wafers, Pellets Tested in Steer Rations.....Jan. 9—p 10

☆ *Buy and Sell Through* FEEDSTUFFS *Want Ads* ☆

Future Problems With Medicated Feeds Are Noted by FDA Official

DURHAM, N.H.—"It looks as if we are going to have some problems with medicated feeds," declared Nevis Cook, chief of the Boston office of the U.S. Food & Drug Administration, when he addressed the ninth annual Poultry Health Conference at the University of New Hampshire here, Feb. 4-5.

"I certainly do not wish to be an alarmist," Mr. Cook said, "but some of the manufacturers apparently are not exercising the careful, exact controls that are essential for anyone who is manufacturing and marketing potent drugs."

The speaker reported that his department had received several complaints from poultrymen that eggs have turned white when their normal color was brown. He gave a drug as the reason and said his men had found it in feed "though it was not declared on the label and its presence resulted from an error in manufacture."

Mr. Cook also revealed that his department had discovered that some poultry farmers are paying no attention to label directions which warn that certain medicated feeds must be discontinued some days before slaughtering. He warned that such negligence may result in residues of the drugs in the edible tissues of treated birds and that unless such residues are permitted under published regulations, the poultry in question will become an "illegal article of commerce."

The speaker concluded that three steps are necessary if the regulations are to be carefully followed:

1. Feed manufacturers will have to accept their responsibility in the preparation and mixing of feeds and must label the feeds so that the farmer will know precisely what he is getting and how to use it.

2. The farmer who uses the feed must read and heed the label directions and warnings provided by the manufacturer.

3. There must be an adequate level of enforcement of the rules by FDA and the state feed control officials.

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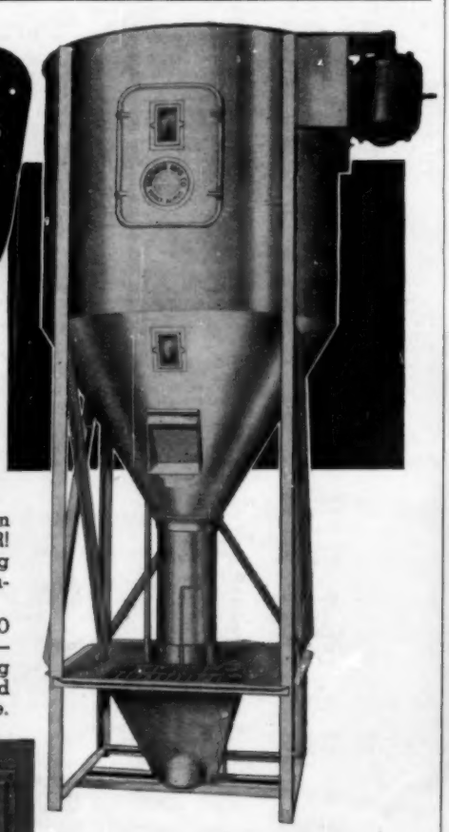

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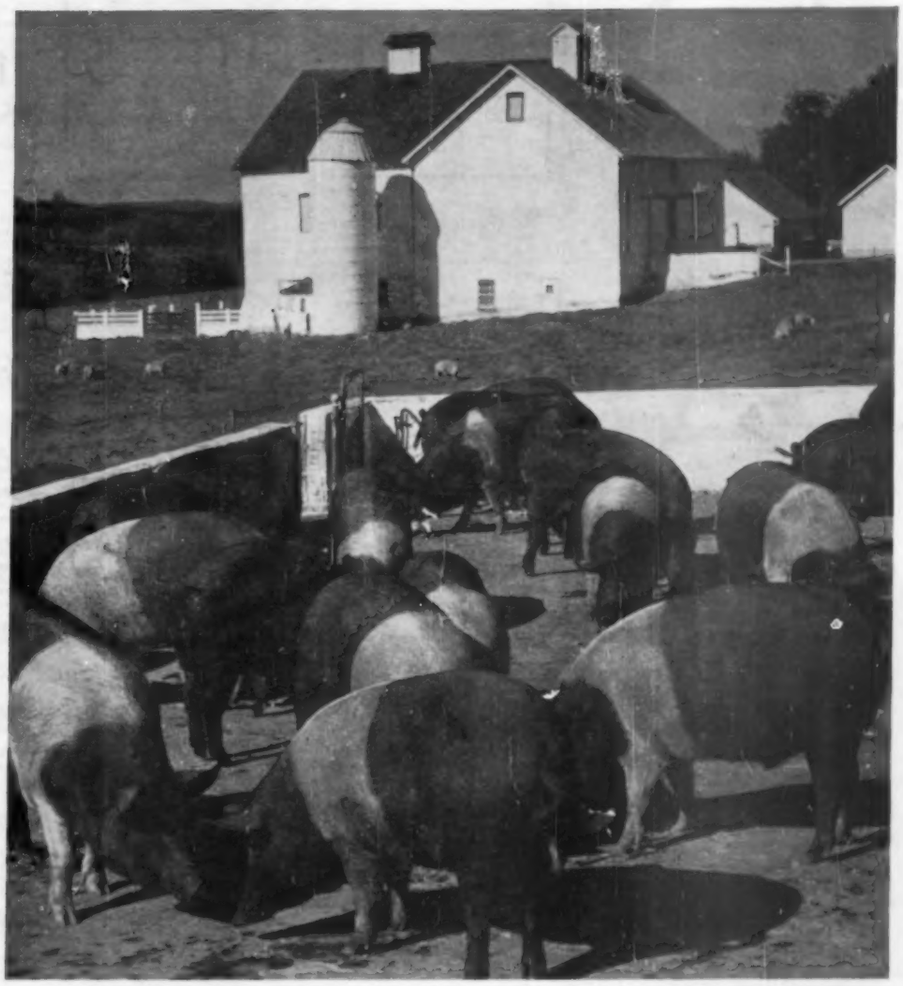

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A WEEKLY NEWSPAPER
For the Feed Manufacturer, Feed Jobber Feed Broker and Feed Dealer

Index for February, 1960

Vol. 32 Nos. 6-9

ADDITIVES:
New York Meat Labeling Legislation .... Feb. 20—p 1
Drug for Medicated Dog Food Announced .... Feb. 20—p 4
Midwest Feed Manufacturers Assn. Convention .... Feb. 13—p 1
North Carolina State College Conference .... Feb. 13—p 70
Wisconsin Committee to Develop Policy on Chemicals .. Feb. 13—p 83

ADVERTISING:
Midwest Advertising Council .... Feb. 20—p 58

ALFALFA:
Alfalfa Improves Hog Carcasses, Slows Gains .... Feb. 13—p 74
American Dehydrators Assn. Convention .... Feb. 6—p 1
Effect of Protein Level, Dehydrated Alfalfa on Reproductive Performance of Lactating Beef Heifers .... Feb. 6—p 86
Production of Alfalfa Meal Off in January .... Feb. 27—p 91
Putting Research to Work .... Feb. 6—p 22

AMINO ACIDS:
Correction Expected for Methionine Limit on FDA 'Safe' List .... Feb. 6—p 1
Putting Research to Work .... Feb. 27—p 44
University of Illinois Nutrition Conference .... Feb. 13—p 1
Utah Feed and Nutrition Conference .... Feb. 27—p 10

ANIMAL PRODUCTS:
Maryland Broiler Trial .... Feb. 6—p 26

ANTHELMINTICS:
Association of Southern Agricultural Workers .... Feb. 27—p 26
Drug for Medicated Dog Food Announced .... Feb. 20—p 4
New Hampshire Poultry Health Conference .... Feb. 27—p 91

ANTIBIOTICS:
Association of Southern Agricultural Workers .... Feb. 27—p 26
Cyanamid Gets FDA Okay on Pig Formula .... Feb. 27—p 59
Minnesota Sheep and Lamb Feeders Day .... Feb. 27—p 58
Montana Nutrition Conference .... Feb. 20—p 10
New Hampshire Poultry Health Conference .... Feb. 27—p 91
Ready-to-Use Form of Erythromycin Cleared .... Feb. 6—p 86
Study of Antibiotic's Effectiveness Over Long Period ... Feb. 13—p 24

ARSENICALS:
Drug Status Not Changed by Law's March 6 'Deadline' .... Feb. 20—p 1

ASSOCIATIONS:
American Dehydrators Assn. (Convention) .... Feb. 6—p 1
American Feed Manufacturers Assn. (Poultry Industry Study) .... Feb. 6—p 1
(Feed Tonnage Report) .... Feb. 13—p 1
(Opposition to Meat Labeling Legislation) .... Feb. 20—p 1
(Staff Addition) .... Feb. 13—p 4
American National Cattlemen's Assn. (Convention) .... Feb. 6—p 64; Feb. 13—p 63
Association of Southern Agricultural Workers (Annual Meeting) .... Feb. 27—p 26
Chicago Feed Club (Officers) .... Feb. 6—p 49
Dairy Institute of California (Appointment) .... Feb. 6—p 92
Farmers Elevator Assn. of Minnesota (Meeting) .... Feb. 27—p 46
Grain & Feed Dealers National Assn. (Statement on Storage Costs) .... Feb. 6—p 1
Midwest Feed Manufacturers Assn. (Panel Discussion) .. Feb. 27—p 48
(Directors) .... Feb. 6—p 84
(Convention) .... Feb. 13—p 1; Feb. 20—pp 6 & 58
Montana Feed Mfrs. & Dealers Assn. (Meeting) .... Feb. 13—p 1
National Council of Farmer Cooperatives (Meeting) ... Feb. 6—p 50
National Feed Ingredients Assn. (Trace Minerals Policy) . Feb. 20—p 6
New Mexico Grain & Feed Dealers Assn. (Annual Meeting) .... Feb. 6—p 96
Northeastern Poultry Producers Council (Poultry Industry Study) .... Feb. 6—p 1
(Credit & Financing Prediction) .... Feb. 13—p 117
Northwest Feed Manufacturers Assn. (Meeting) .... Feb. 6—p 40
Oregon Feed & Seed Dealers Assn. (Officers) .... Feb. 27—p 38
Ohio Grain & Feed Dealers Assn. (Convention) .... Feb. 27—p 1
Poultry & Egg National Board (Appointment) .... Feb. 20—p 80
(New Products Group) .... Feb. 27—p 1
Southeastern Poultry & Egg Assn. (Convention) .... Feb. 6—p 62; Feb. 20—p 44
Utah Feed Manufacturers & Dealers Assn. (Convention) .... Feb. 13—p 8; Feb. 27—p 10
Virginia State Feed Assn. (Convention) .... Feb. 27—p 1
Washington State Feed Assn. (Convention) .... Feb. 13—p 4; Feb. 20—p 1
(Production School) .... Feb. 27—p 6
Wyoming Grain, Feed & Seed Dealers Assn. (Convention) .... Feb. 27—p 56

AUTHORS:
Ames, Dr. Stanley R.
Proposed ANRC Vitamin A Reference Standard .... Feb. 20—p 36
Bird, Dr. H. R.
Chickens—How You Gonna Keep 'Em on the Farm? ... Feb. 27—p 34
Blair, Jess F.
Bulk Feed Station .... Feb. 6—p 68
Diversified Operation Pays Off .... Feb. 20—p 46
Diversified Program Helps Oklahoma Firm .... Feb. 6—p 72
Blosser, Dr. T. H.
Pelleted Grain for Dairy Cows .... Feb. 20—p 32
Combs, G. F.
Maryland Broiler Trial .... Feb. 6—p 26
Couch, Dr. J. R.
A Report on Annual Meeting of Poultry Section, Association of Southern Agricultural Workers .... Feb. 27—p 26
Cunha, Dr. T. J.
Effect of Protein Level, Dehydrated Alfalfa on Reproductive Performance of Lactating Beef Heifers on Grass Hay Wintering Ration .... Feb. 6—p 86
Suggestions on Nutrient Requirements of the Pig .... Feb. 13—p 26
Dahl, Dr. R. P.
Costs of Retail Feed Credit Analyzed in Minnesota .. Feb. 13—p 14
Dicks, Martha
A Review of the Structure, Synthesis, Chemical Analysis and Bioassay of Tocopherol .... Feb. 13—p 92
Erickson, Dr. Leo
Profit Opportunities for Dealers .... Feb. 6—p 44
Fritz, James C.
Collaborative Evaluation of Proposed ANRC Vitamin A Reference Standard .... Feb. 20—p 36
Grumbles, Dr. L. C.
Salmonella Found in Feed Ingredients .... Feb. 20—p 68
Herder, R. J.
Cost of Retail Feed Credit Analyzed in Minnesota ... Feb. 13—p 14
Holderness, James S.
Livestock Production Pattern Changes .... Feb. 13—p 78
Jackson, John
Collaborative Evaluation of Proposed ANRC Vitamin A Reference Standard .... Feb. 20—p 36
Johnson, Maurice
How Farm Trends Affect You .... Feb. 13—p 58
Koger, Dr. M.
Effect of Protein Level, Dehydrated Alfalfa on Reproductive Performance of Lactating Beef Heifers on Grass Hay Wintering Ration .... Feb. 6—p 86
McCormick, Lucille
Hay and Grain Pellets Produced in Texas Mill .... Feb. 27—p 42
Matson, Dr. Edward J.
Scientific Judgment in Law and Regulation .... Feb. 13—p 44
McDaniel, Ruel
Dealer Stimulates Feeding With Demonstration Feedlot .... Feb. 6—p 33
Nelson, Al P.
Custom Feed Mill Increases Kentucky Firm's Business .. Feb. 6—p 78
Minnesota Mill Offers Customers Extra Services .... Feb. 20—p 26
Versatility of Operation Meets Needs of Customers ... Feb. 13—p 18
Virginia Bulk Plant Speeds Delivery .... Feb. 27—p 20
Nicholson, J. L.
Maryland Broiler Trial .... Feb. 6—p 26
Smidt, Murray J.
Collaborative Evaluation of Proposed ANRC Vitamin A Reference Standard .... Feb. 20—p 36
Squibb, Dr. Robert L.
The Nutritional Aspects of Disease .... Feb. 27—p 82
Strain, Dr. J. R.
Are Cow Pools a Step Toward Integration? .... Feb. 13—p 54
Warnick, Dr. A. C.
Effect of Protein Level, Dehydrated Alfalfa on Reproductive Performance of Lactating Beef Heifers on Grass Hay Wintering Ration .... Feb. 6—p 86
Watkins, Dr. J. R.
Salmonella Found in Feed Ingredients .... Feb. 20—p 68

BARLEY:
Montana Nutrition Conference .... Feb. 20—p 10

BERMUDA GRASS:
Coastal Bermuda Grass Pellets Give Good Beef Gains in Georgia Area .... Feb. 20—p 70

BOARDS OF TRADE:
Dallas Grain Exchange .... Feb. 27—p 93
Duluth Board of Trade .... Feb. 6—p 59
Piedmont Poultry Exchange .... Feb. 20—p 7
Portland Merchants Exchange .... Feb. 27—p 86
Stockton Board of Trade .... Feb. 20—p 62

BROILER FEEDING:
Putting Research to Work .... Feb. 27—p 44

BULK HANDLING:
Bulk Feed Station Serves Broiler Area .... Feb. 6—p 68
Pacific Northwest Feed Mill Production School .... Feb. 27—p 6
Virginia Bulk Plant Speeds Delivery .... Feb. 27—p 20

CANADA:
Canadian Feed Shipments Decline .... Feb. 6—p 24

CATTLE FEEDING:
American Dehydrators Assn. Convention .... Feb. 6—p 1
Cattle Research Results Reported .... Feb. 20—p 22
Dealer Stimulates Cattle Feeding .... Feb. 6—p 33
Effect of Protein Level, Dehydrated Alfalfa on Reproductive Performance of Lactating Beef Heifers on Grass Hay Wintering Ration .... Feb. 6—p 86
Illinois Nutrition Conference .... Feb. 13—p 1
Montana Nutrition Conference .... Feb. 20—p 7
Putting Research to Work .... Feb. 13—p 86
Report Rate of Gain Can Influence Ratio of Fat and Lean Meat .... Feb. 6—p 74

COCCIDIOSTATS:
Illinois Nutrition Conference .... Feb. 13—p 1

COMPANIES:
Abbott Laboratories (Form of Erythromycin Cleared) .. Feb. 6—p 86
(Statement on Additives Amendment 'Deadline') .... Feb. 27—p 8
(Sales Report) .... Feb. 27—p 77
American Cyanamid Co. (Appointment) .... Feb. 6—p 63
(Study of Antibiotic's Effectiveness) .... Feb. 13—p 24
(Drug for Medicated Dog Food) .... Feb. 20—p 4
(16-Page Aureo Report) .... Feb. 27—p 46
(FDA Okay on Pig Formula) .... Feb. 27—p 59
Archer-Daniels-Midland Co. (Appointment) .... Feb. 6—p 4
(Personnel Transfer) .... Feb. 13—p 76
Beacon Milling Co. (Appointments) .... Feb. 13—pp 7 & 113
(Turkey Management Booklet) .... Feb. 20—p 22
Bemis Bro. Bag Co. (President) .... Feb. 13—p 8
(Sales Report) .... Feb. 13—p 117
Burrus Feed Mills (Series for Dealers) .... Feb. 20—p 4
Central Soya Co., Inc. (Vice President) .... Feb. 6—p 4
(Listed on Stock Exchange) .... Feb. 27—p 90
Chase Bag Co. (Appointment) .... Feb. 13—p 63
Chemell, L. A. (Testimony Completed) .... Feb. 6—p 4
(Judgments Given) .... Feb. 27—p 4
Chickasha Cotton Oil Co. (Egg Processing Plant) .... Feb. 6—p 65
CIBA Pharmaceutical Products, Inc. (Serpasil Petition) .. Feb. 27—p 4
Columbian Feed Co. (New Mill) .... Feb. 13—p 7
Commercial Solvents Corp. (Earnings) .... Feb. 27—p 93
Cooperative Mills, Inc. (Bulk Plant) .... Feb. 27—p 20
Curl Engineering & Manufacturing Corp. (Bulk Body) .. Feb. 27—p 7
Daffin Manufacturing Co. (Financing Plan) .... Feb. 6—p 90
Dannen Mills, Inc. (Anniversary) .... Feb. 13—p 7
(Appointment) .... Feb. 13—p 116
Dawe's Laboratories (Appointments) ... Feb. 6—p 88; Feb. 13—p 113
Day Sales Co. (Appointment) .... Feb. 13—p 14
Delaware Poultry Laboratories (Appointment) .... Feb. 27—p 86
Diamond Crystal Salt Co. (FTC Case Settled) .... Feb. 27—p 97
Dixie Chick, Inc. (Leases Ex-Chemell Plant) .... Feb. 27—p 7
Donald Corp. (Appointment) .... Feb. 27—p 93
Dorsey Trailers (Winger Buys Line) .... Feb. 6—p 8
Dow Chemical Co. (Appointment) .... Feb. 27—p 52
Eastern States Farmers Exchange (Contracts Cut Back) .. Feb. 6—p 92
(Egg Marketing Agreement) .... Feb. 20—p 66
Ehrsam & Sons, J. B., Mfg. Co. (Appointment) .... Feb. 27—p 61
Endeman Feed & Pellet Mill, Inc. (Feed Mill) .... Feb. 13—p 117
Farmers Elevator Service Co. (New Iowa Plant) .... Feb. 27—p 6
Farmers Grain Co. (Diversified Program) .... Feb. 6—p 72
Farmers Supply Co. (Demonstration Feedlot) .... Feb. 6—p 33
Farmers Union Grain Terminal Assn. (New Mill) .... Feb. 13—p 6; Feb. 27—p 84
Foxbilt, Inc. (Appointment) .... Feb. 13—p 8
Gearhart Feed Mill (Push-Button Mill) .... Feb. 6—p 34
General Mills, Inc. (Appointments) .... Feb. 20—p 40; Feb. 20—p 74; Feb. 27—p 7
Heisdorf & Nelson Farms, Inc. (Staff Changes) .... Feb. 20—p 88
Hess & Clark, Inc. (Appointment) .... Feb. 6—p 21
(Promotion) .... Feb. 27—p 63
Heterochemical Corp. (Promotions) .... Feb. 13—p 85
Hot Spot Detector, Inc. (Appointment) .... Feb. 20—p 20
International Milling Co. (Appointment) .... Feb. 6—p 49
International Sugar Feed Co. (Appointment) .... Feb. 6—p 56
Jefferson Chemical Co., Inc. (Appointment) .... Feb. 20—p 96
Jensen-Salsbery Labs., Inc. (Drug) .... Feb. 27—p 88
Kimbell Milling Co. (Appointment) .... Feb. 6—p 4
King, M. D., Co. (Remodels Plant) .... Feb. 13—p 32
Larson & Baardson Service, Ltd. (Canada Affiliate) ... Feb. 6—p 8
Lilly, Eli, & Co. (Sales Report) .... Feb. 6—p 4
Maritime Milling Co. (Closing Plants) .... Feb. 20—p 1
Mar-Jac Poultry Co. (Reopens) .... Feb. 6—p 4
McMillen Feed Mills (Appointment) .... Feb. 13—p 22
Merck & Co., Inc. (Chemical Reference) .... Feb. 13—p 102
Midland Cooperatives, Inc. (New Mill) .... Feb. 20—p 26
Miles Chemical Co. (Research) .... Feb. 20—p 49
Mill Process Engineers, Inc. (Company Formed) .... Feb. 27—p 60
Montana Flour Mills Co. (To Build Mill) .... Feb. 13—p 6
Moore's Farm Supply (Diversified Operation) .... Feb. 20—p 46
Morton Salt Co. (Salt Study) .... Feb. 20—p 48
Nationwide Leasing Co. (Equipment Leasing Increases) .. Feb. 6—p 21
Nopco Chemical Co. (Sales Report) .... Feb. 13—p 8
Norfolk Cereal & Flour Mills Co. (Changes Name) .... Feb. 13—p 22
North Iowa Cooperative Processing Assn. (Expands Soy Facilities) .... Feb. 6—p 21
Pamco, Inc. (Appointment) .... Feb. 6—p 28; Feb. 13—p 112
Panogen Co. (Appointment) .... Feb. 13—p 89
Park, Philip R., Inc. (Appointments) .... Feb. 27—p 48
Patterson & Guthrie Co. (Custom Mill) .... Feb. 6—p 78
Peavey Feed Mills (Appointment) .... Feb. 13—p 76
Penick, S. B., & Co. ('Dollars for Data') .... Feb. 27—p 71

Peter Hand Foundation (Choline Production) .....Feb. 6—p 91
Peterson Breeding Farm (Appointment) .....Feb. 20—p 53
Pfizer, Chas., & Co., Inc. (Swine Life Cycle Management Program) .....Feb. 6—p 10
(Animal Health Promotion) .....Feb. 13—p 35
(Sales Report) .....Feb. 27—p 8
Pillsbury Co. (Management Change) .....Feb. 13—p 1
Quaker Oats Co. (Restricted Feeding) .....Feb. 6—p 11
(Sales Report) .....Feb. 27—p 52
Ralston Purina Co. (Bulk Station) .....Feb. 6—p 68
(Earnings) .....Feb. 13—p 7
(Scholarship Program) .....Feb. 13—p 85
(Management Changes) .....Feb. 20—p 49
Raymond Bag Corp. (Appointment) .....Feb. 6—p 32
Reid-Strutt Co., Inc. (Appointment) .....Feb. 27—p 85
Rocky Mountain Phosphates, Inc. (Appointment) .....Feb. 20—p 22
Rolfes Grain Aeration Co. (Lease Plan) .....Feb. 13—p 113
(Appointment) .....Feb. 27—p 88
Saco Alfalfa Products, Inc. (New Plant) .....Feb. 20—p 69
Salsbury's, Dr., Laboratories (Appointments) .....Feb. 13—pp 61 & 110
Sprout, Waldron & Co., Inc. (Sales Representative) .....Feb. 20—p 34
Squibb, E. R., & Sons (Petition for Growth Stimulator) .....Feb. 6—p 63
Staley, A. E., Mfg. Co. (Promotion) .....Feb. 27—p 69
Sterling Drug, Inc. (Appointment) .....Feb. 20—p 59
Superior Separator Co. (Financial Report) .....Feb. 13—p 22
Surrat Feed Mill (New Mill) .....Feb. 27—p 42
Swift & Co. (Changes Announced) .....Feb. 27—p 84
Texo Feed Mills (Appointment) .....Feb. 13—p 74
Urban, George, Milling Co. (Maritime Closing Plants) .....Feb. 20—p 1
Van Waters & Rogers, Inc. (Appointment) .....Feb. 6—p 58
Vy Lactos Laboratories (Sales Record) .....Feb. 13—p 83
Wagner Mills, Inc. (Appointment) .....Feb. 13—p 35
Walnut Grove Products Co., Inc. (Buys Trucking Company) .....Feb. 6—p 16
Walsh Manufacturing Co. (Appointments) .....Feb. 13—p 63
Washington Cooperative Farmers Assn. (Annual Report) .....Feb. 27—p 63
Whitmoyer Laboratories, Inc. (Board of Directors) .....Feb. 13—p 16
(Sales Meeting) .....Feb. 13—p 111
Winger Mfg. Co. (Buys Dorsey Line) .....Feb. 6—p 8
Wirthmore Feeds, Inc. (Executive Changes) .....Feb. 6—p 6
Young Machinery Co., Inc. (Buys Robinson Firm) .....Feb. 13—p 108

CONFERENCES:
Hoosier Turkey Trot .....Feb. 20—p 64
Illinois Agricultural Industries Forum .....Feb. 20—p 24
Illinois Nutrition Conference .....Feb. 13—p 1
Institute of American Poultry Industries .....Feb. 20—p 38; Feb. 27—p 6
Minnesota Sheep and Lamb Feeders Day .....Feb. 27—p 58
Montana Nutrition Conference .....Feb. 20—pp 7 & 10
Nevada Feed Conference .....Feb. 13—p 111
New Hampshire Poultry Health Conference .....Feb. 27—p 91
North Carolina State Servicemen's Conference .....Feb. 13—p 70
Oregon Animal Industry Conference .....Feb. 27—p 54
Pacific Northwest Feed Mill Production School .....Feb. 27—p 6
Rutgers Disease Institute .....Feb. 13—p 84
Texas Grain Storage Short Course .....Feb. 27—p 55
Utah Feed & Nutrition Conference .....Feb. 27—p 10
Virginia Feed Convention and Nutrition Conference .....Feb. 27—p 1

CONSTRUCTION:
Columbian Feed Co. (Geneseo, Ill.) .....Feb. 13—p 7
Farmers Union Grain Terminal Assn. (Edgeley, N.D.) .....Feb. 13—p 6
Montana Flour Mills Co. (Great Falls, Mont.) .....Feb. 13—p 6

CONSUMPTION & PRODUCTION:
Domestic Use, Exports of Feedstuffs .....Feb. 20—p 56
40 Million Tons of Feed Manufactured in U.S. .....Feb. 13—p 1
Tonnage Down in West Virginia .....Feb. 6—p 75

COOPERATIVES:
National Council of Farmer Cooperatives (Meeting) .....Feb. 6—p 50

CORN:
Association of Southern Agricultural Workers .....Feb. 27—p 26
Minnesota Sheep and Lamb Feeders Day .....Feb. 27—p 58
Oregon Animal Industry Conference .....Feb. 27—p 54

COW POOLS:
Are Cow Pools a Step Toward Integration? .....Feb. 13—p 54

CREDIT & FINANCING:
Costs of Retail Feed Credit Analyzed in Minnesota .....Feb. 13—p 14
Farm Interest Rate Drop 'Not Imminent' .....Feb. 20—p 26
Midwest Feed Manufacturers Assn. .....Feb. 20—p 6
Ohio Grain & Feed Dealers Assn. .....Feb. 27—p 1
Price-Cost Squeeze May Make Credit Harder to Obtain .....Feb. 13—p 53

DAIRY FEEDING:
American Dehydrators Assn. (Convention) .....Feb. 6—p 1
Illinois Testing Automatic Feeding of Dairy Cattle .....Feb. 13—p 62
Oregon Animal Industry Conference .....Feb. 27—p 54
Pelleted Grain for Dairy Cows .....Feb. 20—p 32
Rates of Feeding Cows Hit High .....Feb. 27—p 54
Utah Feed and Nutrition Conference .....Feb. 27—p 10

DAIRY INDUSTRY:
Predicts Dairy Income Will Reach High .....Feb. 13—p 108

DISEASE:
Association of Southern Agricultural Workers .....Feb. 27—p 26
California Gets Grants for Studying Diseases .....Feb. 27—p 74
Field Study Initiated to Find Reasons for Heavy Broiler Condemnation Loss .....Feb. 27—p 1
Hog Cholera Danger High .....Feb. 20—p 22
Hoosier Turkey Trot .....Feb. 20—p 64
Institute of American Poultry Industries .....Feb. 27—p 6
Need for More Research on Avian Leukosis .....Feb. 13—p 112
New Hampshire Poultry Health Conference .....Feb. 27—p 91
Nutritional Aspects of Disease .....Feb. 27—p 82
Rutgers Disease Institute .....Feb. 13—p 84
Salmonella Found in Feed Ingredients .....Feb. 20—p 68

EDUCATION:
Dr. B. S. Schweigert to Join Michigan State .....Feb. 13—p 110
Midwest Feed Manufacturers Assn. .....Feb. 20—p 6

ENERGY:
Association of Southern Agricultural Workers .....Feb. 27—p 26
Illinois Nutrition Conference .....Feb. 13—p 1
Putting Research to Work .....Feb. 27—p 44

ENGINEERING:
The Consulting Engineer .....Feb. 20—p 94

ENZYMES:
Cattle Research Results Reported .....Feb. 20—p 22
FDA Explains Steps in Clearing Enzymes .....Feb. 27—p 8
Florida Enzyme Research With Dairy Heifers .....Feb. 13—p 85
Minnesota Sheep and Lamb Feeders Day .....Feb. 27—p 58
Montana Nutrition Conference .....Feb. 20—p 10
Nevada Feed Conference .....Feb. 13—p 111
Utah Feed and Nutrition Conference .....Feb. 27—p 10

EXPORTS:
New Feed Grain Export Record .....Feb. 20—p 20

FATS:
Tallow Output May Set Record .....Feb. 13—p 64

FEED INDUSTRY:
How Farm Trends Affect You .....Feb. 13—p 58
Illinois Agricultural Industries Forum .....Feb. 20—p 24
Midwest Feed Manufacturers Assn. (Convention) .....Feb. 13—p 1
'The Boss' of the 'Alumni Association' Nears 80 .....Feb. 13—p 64
USDA Conducting Survey on Industry Changes .....Feb. 6—p 3
Washington State Feed Assn. (Convention) .....Feb. 20—p 1

FEED SUPPLIES:
Feed Concentrate Supplies Up 7% .....Feb. 6—p 3
Feeding Instead of Storing Grain .....Feb. 20—p 80

FISH FOOD:
Ration Made for Farm Pond Catfish .....Feb. 20—p 75

FLAVORS:
Seek to Perfect Flavor Compounds for Swine Rations .....Feb. 13—p 50

FREIGHT RATES:
Freight Rates Given Permanent Status .....Feb. 27—p 22
Massachusetts Reports on Feed Freight Rates .....Feb. 20—p 70
Rail Rate Proposals in Committee's Hands .....Feb. 20—p 1
Rate Change Proposed by Western Railroads .....Feb. 6—p 84

GRAIN EXCHANGES: (See BOARDS OF TRADE)

GRAIN SORGHUMS:
Association of Southern Agricultural Workers .....Feb. 27—p 26
Milo Range Helps Cut Turkey Costs .....Feb. 13—p 43

GRAIN STORAGE:
Capit. Comment .....Feb. 6—p 93; Feb. 20—p 4
Clare...a Paimby Faces Committee .....Feb. 6—p 6
Grain & Feed Dealers National Assn. (Statement) .....Feb. 6—p 1
Hint of Changes in UGSA Rates .....Feb. 6—p 6
Indecision Marks Initial Meeting on Storage Pact .....Feb. 20—p 7
Say High Grain Storage Profits Not Normal .....Feb. 27—p 46
Symington Actions Hit by Ohio Group .....Feb. 13—p 7

GRAIN TRADE:
Texas A&M Short Course .....Feb. 27—p 55
USDA Starts Bid Basis Corn Sale .....Feb. 27—p 4

HORMONES:
Cattle Research Results Reported .....Feb. 20—p 22
Drug Status Not Changed by Law's March 6 'Deadline' .....Feb. 20—p 1
Montana Nutrition Conference .....Feb. 20—p 10
Purchase of Poultry Treated With Stilbestrol .....Feb. 13—p 6
Putting Research to Work .....Feb. 20—p 48
To Use Thyroxine in Bull Breeding Study .....Feb. 13—p 61

INTEGRATION & CONTRACT FARMING:
Are Cow Pools a Step Toward Integration? .....Feb. 13—p 54
Check List for Egg Production, Pullet-Growing Contracts .....Feb. 13—p 68
Contract Raising of Dairy Heifers .....Feb. 13—p 10
Diversified Operation Pays Off for Dealer .....Feb. 20—p 46
Economist Stresses Integration at Marketing Level .....Feb. 13—p 61
Mill President Believes Contract Farming 'Doomed' .....Feb. 27—p 53
Ohioan Describes Shared Risk Plan in Egg Contracts .....Feb. 20—p 54
Utah Feed and Nutrition Conference .....Feb. 27—p 10
Washington State Feed Assn. (Convention) .....Feb. 20—p 1

LABOR RELATIONS:
Midwest Feed Manufacturers Assn. (Convention) .....Feb. 20—p 6

LEASING:
Equipment Leasing by Feed Firms Increases .....Feb. 6—p 21

LEGISLATION:
Chemical Industry Spokesmen Voice Views Opposing FDA's 'Broad Powers' .....Feb. 13—p 4
Egg Grading in Arkansas .....Feb. 6—p 58
New York Meat Labeling Legislation .....Feb. 20—p 1
USDA Discourages Proposed Poultry Bills .....Feb. 27—p 1

LITERATURE:
Book on Veterinary Drugs .....Feb. 13—p 69
Booklet on Turkey Management .....Feb. 20—p 22

LIVESTOCK INDUSTRY:
American Cattlemen's Assn. (Convention) .....Feb. 6—p 64; Feb. 13—p 63
American Dehydrators Assn. (Convention) .....Feb. 6—p 1
Federal Lamb Grading Rules .....Feb. 27—p 6
Large Dairy Herds in Michigan Not Likely .....Feb. 13—p 56
Livestock Production Pattern Changes .....Feb. 13—p 70
Producing Beef Cattle to Specification Growing .....Feb. 27—p 86

LIVESTOCK NUMBERS:
California Cattle Numbers Down .....Feb. 27—p 61
Cattle Count Veers From Course .....Feb. 27—p 68
Cattle Shipments Up 14% .....Feb. 13—p 6
55% Increase in Cattle Shipments .....Feb. 6—p 6
Livestock, Poultry Inventory Shows Gain .....Feb. 27—p 66
1959 Calf Crop 2% Larger .....Feb. 27—p 7
North Central Sheep, Lamb Shipments Up 16% .....Feb. 6—p 6
Up or Down .....Feb. 20—p 70

MANAGEMENT—BUSINESS:
Illinois Agricultural Industries Forum .....Feb. 20—p 24
Midwest Feed Manufacturers Assn. (Convention) .....Feb. 20—p 6

MANAGEMENT—LIVESTOCK & POULTRY:
Arkansas Compares Cage, Floor Flocks .....Feb. 13—p 114
Association of Southern Agricultural Workers .....Feb. 27—p 26
Automatic Feeding of Dairy Cattle .....Feb. 13—p 62
New Hampshire Poultry Health Conference .....Feb. 27—p 91
Oregon Animal Industry Conference .....Feb. 27—p 54
Tomorrow's Poultry Housing .....Feb. 27—p 76
Utah Feed & Nutrition Conference .....Feb. 27—p 10

MARKETING:
Eastern States Premium Egg Marketing Agreement .....Feb. 20—p 66
Institute of American Poultry Industries Conference .....Feb. 20—p 38
Northwest Feed Manufacturers Assn. (Meeting) .....Feb. 6—p 40
Poultry Research Suggestions .....Feb. 13—p 112
Profit Opportunities for Dealers .....Feb. 6—p 44

MERCHANDISING:
Custom Mill Increases Firm's Business .....Feb. 6—p 78
Dealer Stimulates Cattle Feeding With Demonstration Feedlot .....Feb. 6—p 33
Diversified Operation Pays Off .....Feb. 20—p 46
Diversified Program Helps Oklahoma Firm .....Feb. 6—p 72
Versatility of Operation Meets Needs .....Feb. 13—p 18

MINERALS:
FDA Seen as Likely to Revise Mineral Proposal .....Feb. 6—p 1
Montana Nutrition Conference .....Feb. 20—p 10
Oregon Animal Industry Conference .....Feb. 27—p 54
Report on Trace Minerals Issued .....Feb. 20—p 40
Selenium is Studied in Wisconsin Tests .....Feb. 6—p 28
Trace Mineralized, Plain Salt Compared .....Feb. 20—p 48

MOLASSES:
Cuba Sells 81.8 Million Gallons Molasses at 7c .....Feb. 6—p 4
Louisiana Blackstrap Production Up in 1959 .....Feb. 27—p 8
No Change Expected in Molasses Feeding Rate .....Feb. 27—p 45

MUSTARD SEED MEAL:
Montana Nutrition Conference .....Feb. 20—p 10

NITRATE:
Montana Nutrition Conference .....Feb. 20—p 7

NITROFURANS:
Putting Research to Work .....Feb. 6—p 77

PELLETING:
Coastal Bermuda Grass Pellets Give Beef Gains .....Feb. 20—p 70
Hay Pellets for Steers of More Value Than Long Hay .....Feb. 13—p 116
Minnesota Sheep and Lamb Feeders Day .....Feb. 27—p 58
Montana Nutrition Conference .....Feb. 20—p 10
Nevada Feed Conference .....Feb. 13—p 111
Oregon Animal Industry Conference .....Feb. 27—p 54
Pacific Northwest Production School .....Feb. 27—p 6
Pelleted Grain for Dairy Cows .....Feb. 20—p 32
Pelleted Lamb Ration Gives Good Gains .....Feb. 20—p 30
Research Needed on Hay Pelleting .....Feb. 13—p 22
Steers Like Alfalfa Pellets .....Feb. 20—p 60
Utah Feed and Nutrition Conference .....Feb. 27—p 10

PET FOOD:
USDA Seal for Inspected Pet Foods .....Feb. 20—p 69

POULTRY AUCTIONS:
Poultry Exchange Ups Listing Charge .....Feb. 27—p 7

POULTRY FEEDING:
Maryland Broiler Trial .....Feb. 6—p 26
Midwest Feed Manufacturers Assn. (Convention) .....Feb. 13—p 1
Nutritional Aspects of Disease .....Feb. 27—p 82
Research on Automatic Restricted Feeding Reported by Quaker Oats .....Feb. 6—p 11
Suggestions on Pullet Growing Ration .....Feb. 6—p 28
Utah Feed and Nutrition Conference .....Feb. 27—p 10

POULTRY INDUSTRY:
Association of Southern Agricultural Workers .....Feb. 27—p 26
Broiler Industry Urged to Stress Nutrition Story .....Feb. 13—p 56
Chickens—How You Gonna Keep 'Em on the Farm? .....Feb. 27—p 34
Egg Problems Examined by Midwest Panel .....Feb. 27—p 48
Field Study of Broiler Condemnation Loss .....Feb. 27—p 1

turn to page 94

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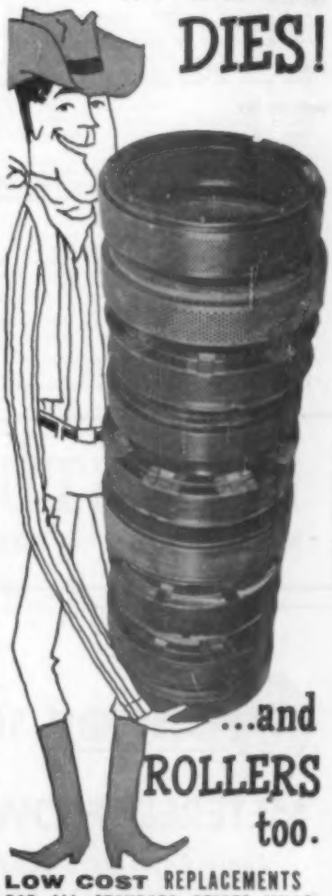

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FEEDSTUFFS INDEX, continued from page 93

Hoosier Turkey Trot ....Feb. 20—p 64
Institute of American Poultry Industries (Conference) .. ....Feb. 20—p 38; Feb. 27—p 6
March Proclaimed National Egg Month ....Feb. 27—p 53
Northwest Feed Manufacturers Assn. (Meeting) ....Feb. 6—p 40
New Egg Products ....Feb. 27—p 1
Offer to Buy Banned Poultry ....Feb. 27—p 7
Poultry Industry Study ....Feb. 6—p 1
Predicts New Credit, Financing Concept ....Feb. 13—p 117
Says Consumers Being Conditioned to Lower Egg Prices. Feb. 27—p 40
Southeastern Poultry & Egg Assn. ....Feb. 20—p 44
South's Storm Causes Broiler Losses ....Feb. 20—p 6
Teamsters to Open Union to Poultrymen ....Feb. 27—p 4
USDA Discourages Poultry Marketing Bills ....Feb. 27—p 1

POULTRY NUMBERS:
Chicks for Supply Flocks Decrease ....Feb. 20—p 6
Egg-Type Chick Output Cut Back Sharply ....Feb. 20—p 1
8% Decrease in Turkey Breeder Hens on Farms ....Feb. 27—p 62
4% More Broilers in '59 Than Year Before ....Feb. 13—p 76
Producers to Buy 9% Less Egg-Type Chicks ....Feb. 13—p 1
Reduction in Georgia Broiler Output Seen ....Feb. 6—p 75
Slow Egg-Type Chick Sales Disturb Feed Industry ....Feb. 6—p 1
Turkey and Chicken Pullorum Tests Off ....Feb. 27—p 7
USDA Sees Reduced Hatch of Replacement Chicks ....Feb. 6—p 35

PRICES:
Commodity Market Analyzed ....Feb. 20—p 1
Hog, Cattle Feeding Ratios Up ....Feb. 6—p 1
Hog Peak of $16-17 Expected Next Summer ....Feb. 6—p 66
Illinois Economist Gives Hog Outlook ....Feb. 27—p 38
Soy Meal Demand May Continue High ....Feb. 13—p 110
Up or Down ....Feb. 13—p 110; Feb. 27—p 76

PRICE SUPPORTS:
Commodity Market Analyzed ....Feb. 20—p 1
Feeding Instead of Storing Grain ....Feb. 20—p 80
No Changes in Most Price Supports ....Feb. 20—p 4
Reseal Program on Four Grains ....Feb. 20—p 40
USDA Starts B'd Basis Corn Sale ....Feb. 27—p 4
USDA to Buy Lard ....Feb. 20—p 4

PRODUCTION & MILL OPERATIONS:
Custom Mill Increases Kentucky Firm's Business ....Feb. 6—p 78
Hay & Grain Pellets, Other Feeds Produced in Texas Mill ....Feb. 27—p 42
Illinois Company Remodels Plant ....Feb. 13—p 32
Minnesota Feed Mill Offers Extra Services ....Feb. 20—p 26
Pacific Northwest Production School ....Feb. 27—p 6
Versatility of Operation Meets Needs ....Feb. 13—p 18

PROTEIN:
Association of Southern Agricultural Workers ....Feb. 27—p 26
Maryland Broiler Trial ....Feb. 6—p 26
Putting Research to Work ....Feb. 27—p 44

PUBLIC RELATIONS:
Ohio Grain & Feed Dealers Assn. (Convention) ....Feb. 27—p 1

REGULATORY:
Capital Comment ....Feb. 20—p 4
Chemical Industry Spokesmen Voice Views Opposing FDA's 'Broad Powers' ....Feb. 13—p 4
Correction Expected for Methionine Limit ....Feb. 6—p 1
Cyanamid Gets FDA Okay on Pig Formula ....Feb. 27—p 59
Drug Status Not Changed by Law's Mar. 6 'Deadline' ..Feb. 20—p 1
Farm Groups Ask for Study of Chemical Laws ....Feb. 6—p 24
Farm Groups Rap Flemming Actions ....Feb. 6—p 6
FDA Appoints Dr. J. E. Guthrie ....Feb. 27—p 56
FDA Explains Steps in Clearing Enzymes....Feb. 27—p 8
FDA Halts Use of Heptachlor on Crops ....Feb. 6—p 58
FDA Head Comments on Effective Date ....Feb. 27—p 8
FDA Officials Say 'Effective' Date Won't Mean 'Blitz'..Feb. 27—p 1
FDA Publishes Food Additives Booklet ....Feb. 6—p 56
Feed Control Comment ....Feb. 6—p 32; Feb. 20—p 95
Medicated Feed Controls Explained ....Feb. 6—p 36
Midwest Feed Manufacturers Assn. (Convention) ....Feb. 13—p 1
National Feed Ingredients Assn. (Trace Minerals) ....Feb. 20—p 6
National Livestock Feeders Assn. ....Feb. 13—p 4
Need Permits to Ship Canadian Screenings ....Feb. 6—p 46
North Carolina Conference ....Feb. 13—p 70
Petition for Growth Stimulator Withdrawn ....Feb. 6—p 63
Rutgers Disease Institute ....Feb. 13—p 84
Scientific Judgment in Law and Regulation ....Feb. 13—p 44
Serpasil Petition Filed With FDA ....Feb. 27—p 4
Statement on Additives Amendment 'Deadline' by Abbott ....Feb. 27—p 8
Tighter Inspection of 'Suspect' Cattle ....Feb. 13—p 4

RESEARCH:
Need for More Research on Avian Leukosis ....Feb. 13—p 112
Ohio Grain & Feed Dealers Assn. (Convention) ....Feb. 27—p 1

RESTRICTED FEEDING:
Association of Southern Agricultural Workers ....Feb. 27—p 26
Research on Automatic Restricted Feeding Reported by Quaker Oats ....Feb. 6—p 11
Utah Feed and Nutrition Conference ....Feb. 27—p 10

SAFFLOWER MEAL:
Montana Nutrition Conference ....Feb. 20—p 10

SERVICE:
Illinois Agricultural Industries Forum ....Feb. 20—p 24

SHEEP FEEDING:
Minnesota Sheep & Lamb Feeders Day ....Feb. 27—p 58
Montana Nutrition Conference ....Feb. 20—p 10
North Dakota Studies Lamb Creep Rations ....Feb. 6—p 68

SOYBEANS:
Commodity Market Analyzed ....Feb. 20—p 1
Minnesota Sheep & Lamb Feeders Day ....Feb. 27—p 58

SOYBEAN MEAL:
Report on Soybean Cake, Meal Issued ....Feb. 27—p 8

SWINE FEEDING:
Alfalfa Improves Hog Carcasses, Slows Gains ....Feb. 13—p 74
American Dehydrators Assn. (Convention) ....Feb. 6—p 1
Midwest Feed Manufacturers Assn. (Convention) ....Feb. 13—p 1
Suggestions on Nutrient Requirements of the Pig....Feb. 13—p 26

TAXES:
Co-op Taxing Policy Change Asked by Group....Feb. 13—p 6

TEREPHTHALIC ACID:
New Hampshire Poultry Health Conference ....Feb. 27—p 91

TOXIC SEEDS:
Association of Southern Agricultural Workers ....Feb. 27—p 26

TRANQUILIZERS:
Minnesota Sheep & Lamb Day ....Feb. 27—p 58
Montana Nutrition Conference ....Feb. 20—p 10
New Hampshire Poultry Health Conference ....Feb. 27—p 91
Serpasil Petition Filed With FDA ....Feb. 27—p 4

TURKEY FEEDING:
Milo Range Helps Cut Turkey Costs ....Feb. 13—p 43
Research on Automatic Restricted Feeding ....Feb. 6—p 11

TURKEY NUMBERS:
Note of Caution on Turkeys ....Feb. 6—p 3

VETERINARIAN RELATIONSHIPS:
North Carolina Conference ....Feb. 13—p 70
Utah Feed & Nutrition Conference ....Feb. 27—p 10

VITAMINS:
Collaborative Evaluation of Proposed ANRC Vitamin A Reference Studied ....Feb. 20—p 36
Illinois Nutrition Conference ....Feb. 13—p 1
Maryland Broiler Trial ....Feb. 6—p 26
Montana Nutrition Conference ....Feb. 20—p 7
Peter Hand Starts Choline Production ....Feb. 6—p 91
Proposed ANRC Vitamin A Reference Standard ....Feb. 20—p 36
Rutgers Disease Institute ....Feb. 13—p 84
Review of Structure, Synthesis, Chemical Analysis, Bioassay of Tocopherol ....Feb. 13—p 92
Selenium Studied in Wisconsin Tests ....Feb. 6—p 28

WAFERING:
Field Wafering Seen Delayed ....Feb. 27—p 86

WHEY:
Maryland Broiler Trial ....Feb. 6—p 26

Tank Institute Accepts Bulk Unit Members

CHICAGO—Expansion of association services to include dry bulk commodity highway tank vehicles was voted by members of National Truck Tank & Trailer Tank Institute at their annual meeting in Chicago. Before the work of the group had been limited to liquid highway tanks.

The institute has specialized in the development of safe specifications for flammable liquids.

While it is estimated that current members now produce more than 50% of the highway units used for hauling cement, feed, flour, sugar and other dry commodities, there are estimated to be 20-30 additional manufacturers specializing in bulk units who now become eligible for membership. The association feels "there is a big job to be done in improved engineering, improved design, and in standardization of common parts whereby the manufacturers would benefit."

Miles Promotion

ELKHART, IND.—Appointment of Wallace G. Schilstra to division controller of Miles Chemical Co., a division of Miles Laboratories, Inc., Elkhart, has been announced by the firm's president, Howard Roderick.

Mr. Schilstra will be responsible for all financial and accounting activities of the division. This includes those for the expanded citric acid operations in Elkhart, as well as the Sumner plants in Zeeland, Mich., and the Takamine plants, Clifton, N.J.

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For the Feed Manufacturer, Feed Jobber, Feed Broker and Feed Dealer

Index for March, 1960

Vol. 32 Nos. 10-13

ADDITIVES:
Meat Institute Urges Chemical Study .....Mar. 26—p 16

AGRICULTURAL EXTENSION:
Letters to the Editor .....Mar. 19—p 8

ALFALFA:
Reduced Supplies of Dehy .....Mar. 19—p 7

AMINO ACIDS:
FDA Methionine Limit Deleted .....Mar. 12—p 8
University of Maryland Nutrition Conference .....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ..Mar. 12—p 46

ANTIBIOTICS:
Antibiotic 'Pays for Itself' in Dairy Project .....Mar. 12—p 57
Colorado Livestock Days Program .....Mar. 5—p 4
Medicated Layer Feed Studied in VPI Tests .....Mar. 19—p 108
New Antibiotic Feed Supplement Announced .....Mar. 12—p 7
New Mexico Feeders Day .....Mar. 19—p 78
Petitions Filed for Insecticide, Antibiotics .....Mar. 12—p 8
Potentiation of Antibiotics .....Mar. 19—p 94
Purdue Marketing Clinic .....Mar. 19—p 28
Researchers Develop Antibiotic Silage Preservative ....Mar. 19—p 92
University of Maryland Nutrition Conference .....Mar. 19—p 10

ASSOCIATIONS:
Agricultural Research Institute (Conference Proposed) Mar. 19—p 36
Alfalfa Processors Assn. (Meeting) .....Mar. 5—p 54
American Dehydrators Assn. (Survey) .....Mar. 19—p 7
American Farm Bureau Federation (New Cooperative) .Mar. 12—p. 100
American Federation of Poultry Producers Assn. (Election) .....Mar. 26—p 104
American Feed Manufacturers Assn. (Treated Seed (Additive Legislation) .....Mar. 26—p 1
Danger) .....Mar. 5—p 87
(Drug Policy Meeting) .....Mar. 19—p 1
(Drug Withdrawal) .....Mar. 19—p 7
(New Members) .....Mar. 12—p 90
American Meat Institute (Chemical Study) .....Mar. 26—p 16
American Soybean Assn. (Blue Book) .....Mar. 19—p 88
Animal Health Institute (Animal Health Month) .....Mar. 19—p 50
California Hay, Grain & Feed Dealers Assn. (Appointment) .....Mar. 26—p 8
Chicago Feed Club .....Mar. 5—p 4
Farm Bureau Cooperative Assn. (Feed Sales) .....Mar. 19—p 40
Federation of Cash Grain Commission Merchants Assn. (Meeting) .....Mar. 12—p 113
Feed Additives Council (New Association) .....Mar. 5—p 7
Georgia Poultry Federation (Poultry Health Workshops) .....Mar. 12—p 20
Grain & Feed Dealers National Assn. (Convention) .....Mar. 12—pp 1 & 4; Mar. 19—p 96
Great Plains Wheat Market Development Assn. (Appointment) .....Mar. 19—p— 7
Mid-South Soybean & Grain Shippers Assn. (Meeting) Mar. 5—p 58
Midwest Feed Manufacturers Assn. (Resignation) .....Mar. 5—p 8
(Additive Legislation) .....Mar. 26—p 1
Mutual Millers & Feed Dealers Assn. (Meeting) .....Mar. 12—p 1
National Broiler Council (Sales Program) .....Mar. 12—p 6
(Conference) .....Mar. 26—p 4
National Cotton Council (Contest) .....Mar. 26—p 105
National Fisheries Institute (Appointment) .....Mar. 5—p 84
National Truck Tank & Trailer Tank Institute (Meeting) Mar. 26—p 94
National Turkey Federation (Turkey Promotion) .....Mar. 5—p 88
New England Egg Producers Assn., Inc. (Ad Counsel) .Mar. 26—p 26
Northeastern Poultry Producers Council (Senate Meeting) .....Mar. 12—p 68
(Annual Meeting) .....Mar. 26—p 42
(Cooperative Unification) .....Mar. 19—p 45
Northwest Feed Manufacturers Assn. (Meeting) .....Mar. 12—p 70
Ohio Grain & Feed Dealers Assn. (Convention) .....Mar. 19—p 48
Oregon Feed & Seed Dealers Assn. (Election) .....Mar. 12—p 82
(Convention) .....Mar. 26—p 6
Poultry and Egg National Board (Egg Promotion) .....Mar. 19—p 92
Texas Egg Council (Meeting) .....Mar. 12—p 63
(Membership Grows) .....Mar. 26—p 86
Textile Bag Manufacturers Assn. (FDA Regulations) ...Mar. 5—p 7
(Sponsors Contest) .....Mar. 26—p 105
Washington State Feed Assn. (Proceedings of Mill School) .....Mar. 5—p 4
(Sponsors School) .....Mar. 5—p 15
Western States Meat Packers Assn. (Meeting) .....Mar. 5—p 48

AUTHORS:
Ames, Dr. Stanley R.
Evaluation of the Proposed ANRC Vitamin A Reference Standard .....Mar. 5—p 38
Baker, Dr. Ralph L.
Good Egg Markets Mean Feed Sales .....Mar. 26—p 42
Blair, Joss F.
Pilot Feeding Pens Help Firm Gain Customers.....Mar. 5—p 26
Brin, Dr. Myron
Symposium on Use of Disciplines in Nutritional Research .....Mar. 12—p 72
Burroughs, Wise
Pelleted Rations for Beef Cattle .....Mar. 5—p 18
Butz, Dr. Earl L.
The Impact of FDA Regulations on Research and Living Standards .....Mar. 26—p 10
Caskey, Dr. C. D.
Acceptability of Fish Meal to Young Turkey Poults...Mar. 26—p 74
Catron, Dr. Damon V.
Tomorrow's Formulas for Swine Feeding .....Mar. 12—p 26
Fisher, Dr. Hans
Unextracted Raw Soybeans for Laying Hens .....Mar. 19—p 18
Grimminger, Dr. Paul
Unextracted Raw Soybeans for Laying Hens .....Mar. 19—p 18
Hawkins, Dr. G. E.
Pelleted Concentrates for Dairy Cows .....Mar. 19—p 62
Johnson, Maurice
Sizzling Sixties? .....Mar. 5—p 54
Krautman, B. A.
Acceptability of Fish Meal to Young Turkey Poults...Mar. 26—p 74
McCormick, F. J.
Tests to Determine 'Pellet Hardness' .....Mar. 12—p 38
Nelson, Al P.
Illinois Firm Aims at Big Feeder Target .....Mar. 26—p 28
New Iowa Mill Built for Efficient Operation .....Mar. 19—p 36
Pellet 'Deal' and Customer Card Are Ideas Offered by Firm in Iowa .....Mar. 12—p 86
Nichols, Arthur
How to Improve Sewing Machine Operations .....Mar. 19—p 45
Rhodes, Robert
Pelleted Rations for Beef Cattle .....Mar. 5—p 18
Richardson, Dr. L. R.
Feed Spoilage and Its Control in Mixed Feeds .....Mar. 26—p 68
Shellenberger, J. A.
Tests to Determine Pellet 'Hardness' .....Mar. 12—p 38
Webb, B. D.
Feed Spoilage and Its Control in Mixed Feeds .....Mar. 26—p 68
Woods, Walter
Pelleted Rations for Beef Cattle .....Mar. 5—p 18

BERMUDA GRASS:
Bermuda Grass Meal May Sub for Alfalfa as Pigment Source .....Mar. 19—p 27

BOARDS OF TRADE:
Boston Grain and Flour Exchange (Meeting) .....Mar. 26—p 14
Portland Grain Exchange (Officers) .....Mar. 12—p 21

BROILER FEEDING:
Broiler Growth, Feed Standards Published .....Mar. 12—p 60
First Test Results in New Maryland Facilities .....Mar. 12—p 14
University of Maryland Nutrition Conference .....Mar. 19—p 10

CANADA:
Canada Official Backs Egg Deficiency Pay .....Mar. 19—p 16
Canadian Support Policy Is Reaffirmed .....Mar. 19—p 40
9% Smaller Poultry Population in Canada .....Mar. 12—p 99
Plant Products Head Appointed in Canada .....Mar. 12—p 104

CATTLE FEEDING:
Colorado Livestock Days Program .....Mar. 5—p 4
Georgia Beef Cattle Short Course .....Mar. 26—p 14
Pelleted Rations for Beef Cattle .....Mar. 5—p 18
Protein Meals "Out" for Ruminants .....Mar. 12—p 4

CHERRY SEEDS:
Cherry Seeds May Be Protein Source .....Mar. 19—p 79

COCCIDIOSTATS:
Clemson College Poultry Disease and Management Short Course .....Mar. 26—p 54

COMPANIES:
Abbott Laboratories (Report Hits Delaney Clause) ...Mar. 19—p 4
Albion Vet Supply Co. (Named Borden Distributor) ...Mar. 12—p 10
Allied Mills, Inc. (Acquires Fant Feed Business) .....Mar. 19—p 1
(Appointment) .....Mar. 12—p 6; Mar. 19—p 109
American Cyanamid Co. (Announces Cysine Premix 10%) .....Mar. 12—p 6
(Research Center) .....Mar. 19—p 52
American Planter Co. (Appointment) .....Mar. 19—p 40
American Scientific Laboratories, Inc. (Estrogen in Feed) .....Mar. 19—p 7
Anderson, V. D., Co. (Engineer Moved) .....Mar. 19—p 56
Arbor Acres Farm (Appointment) .....Mar. 12—p 63
Archer-Daniels-Midland Company (Sales Report) .....Mar. 5—p 68
(Dispose of Linseed Plant) .....Mar. 12—p 106
Bartlett, C. O., & Snow Co. (Officers) .....Mar. 19—p 107
Bemis Bro. Bag Company (Appointment) .....Mar. 19—p 82
Bonewitz Laboratories (Appointment) .....Mar. 19—p 8
Borden Company Foundation, Inc. (Research Awards)..Mar. 26—p 75
Borden Special Products Co. (Pigmenting Additive)...Mar. 12—p 3
(Names Distributor) .....Mar. 12—p 10
Botkins Grain & Feed Co. (Appointment) .....Mar. 26—p 104
Buckeye Incubator Co. (New Warehouses) .....Mar. 5—p 60
Bullock, E. B., & Sons Feed Co. (Pilot Feeding Pens)...Mar. 5—p 26
Burrus Feed Mills (Appointment) .....Mar. 26—p 90
Butler, W. A., Co., Inc. (Acquired by Century Chemical) .....Mar. 26—p 100
Cargill, Inc. (Appointment) .....Mar. 5—p 84; Mar. 12—p 31
Centennial Mills, Inc. (Closes Flour Mill) .....Mar. 19—p 62
Central Minnesota Processors, Inc. (Seeks Soybean Plant Funds) .....Mar. 26—p 18
Central Soya Co., Inc. (Sales Report) .....Mar. 26—p 107
(New Film) .....Mar. 26—p 7
Century Chemical Co. (Enters Feed Line Business)...Mar. 26—p 100
CIBA Pharmaceutical Products, Inc. (Vet Research Section Renamed) .....Mar. 5—p 84
Colorado Granite Grit Corp. (Firm Formed) .....Mar. 5—p 28
Commercial Solvents Corp. (Appointment) .....Mar. 12—p 16
Continental Engineering Co. (New Partner) .....Mar. 19—p 79
Cooperative G.L.F. Exchange, Inc. (Appointment) ....Mar. 5—p 59
Cooper, O. A., Co. (Eggs on Lb. Basis) .....Mar. 12—p 44
Cosby-Hodges Milling Co. (Appointment) .....Mar. 12—p 105
Cotton Producers Assn. (Appointment) .....Mar. 19—p 90
Daffin Manufacturing Co. (Appointment) .....Mar. 19—p 108
Dannon Mills, Inc. (Forms Feeding Department) .....Mar. 5—p 1
(Appointment) .....Mar. 12—p 3
Dawe's Laboratories, Inc. (Appointment) .....Mar. 5—p 6
(Officers Elected) .....Mar. 5—p 53
Doane Agricultural Service, Inc. (Appointment) .....Mar. 12—p 68
du Pont, E. I., de Nemours & Co., Inc. (Mold Inhibitor Marketed) .....Mar. 12—p 10
Eastern States Farmers Exchange (Assistance Plan)...Mar. 5—p 79
(Egg Program) .....Mar. 19—p 107
(Pullets Adjustable to Feed Program) .....Mar. 26—p 66
(Volume Up by $2.8 Million) .....Mar. 12—p 3
Empire Sales Training, Inc. (New Training Program) ..Mar. 12—p 14
Ewing, Ray, Co. (Appointment) .....Mar. 5—p 87
Fant Milling Co. (Feed Business Acquired by Allied)...Mar. 19—p 1
Faultless Milling Co. (Dealers Win Trips) .....Mar. 12—p 90
Federated Livestock Corp. (Appointment) .....Mar. 12—p 85
Fisher Flouring Mills Co. (Storage Depot) .....Mar. 19—p 76
Flo-Tronics, Inc. (Bulk Handling Device) .....Mar. 12—p 88
Foxbilt Feeds (Appointment) .....Mar. 19—p 107
General Mills, Inc. (Sales Region Changes) .....Mar. 5—p 7
(Appointment) .....Mar. 12—p 82; Mar. 19—p 107
(Feed Mill Sold) .....Mar. 19—p 16
(Research Center) .....Mar. 19—p 76
Glues & Chemicals, Ltd. (Machine to Take Protein from Vegetable Matter) .....Mar. 5—p 28
Hales & Hunter Co. (Appointment) .....Mar. 12—p 90
(Firms Now in One Unit) .....Mar. 19—p 1
(Turkey Program) .....Mar. 5—p 1
Hess & Clark (Egg Campaign Booklet) .....Mar. 12—p 106
(New Furazolidone Use) .....Mar. 19—p 7
Heterochemical Corp. (Appointment) .....Mar. 5—p 4
Hoffman-Taff, Inc. (Appointment) .....Mar. 12—p 105
Honeymead Products Co. (Appointment) .....Mar. 12—p 74
Hooker Chemical Corp. (To Build Phosphorus Furnace) Mar. 19—p 107
Hubbard Milling (Adds Research, Demonstration Farms) .....Mar. 19—p 50
Iowa Portable Mill Co. (New Management) .....Mar. 12—p 109
Jacobson Machine Works, Inc. (To Celebrate 50th Year) .....Mar. 19—p 51
Jefferson Chemical Co., Inc. (Revises Austin Chemical Labs) .....Mar. 26—p 90
Kark Milling Co. (New Custom Mixing Plan) .....Mar. 26—p 12
Levin, I. (Consulting Services) .....Mar. 12—p 32
Lilly, Eli, & Co. (Forms Blanco Products Co.) .....Mar. 5—p 7
Lewiston Grain Growers, Inc. (Remodeling Mill) .....Mar. 12—p 6
Maritime Milling Co. (Wirthmore Buys Stores) .....Mar. 12—p 1
(Bank Loses $1 Million in Financing) .....Mar. 12—p 8
McMillen Feed Mills (Appointment) .....Mar. 19—p 32
(Promotions) .....Mar. 26—p 75
Merck & Co., Inc. (Procedure to Improve Management) .....Mar. 12—p 70
(Appointment) .....Mar. 19—p 24
Midstate Machinery Co. (New Division) .....Mar. 19—p 50
Miles Chemical Co. (Promotion) .....Mar. 26—p 94
Miller Publishing Co. (Appointment) .....Mar. 12—p 68
Minnesota Linseed Oil Co. (Anniversary) .....Mar. 26—p 105
Mitchell Seed & Feed Co. (To Sell Liquid Feed) ...Mar. 19—p 32
National Alfalfa Dehydrating & Milling Co. (To Move General Offices) .....Mar. 12—p 24
New England By-Products Corp. (Appointment) .....Mar. 26—p 110
Nia Feed & Grain Co. (Ideas Offered) .....Mar. 12—p 86
Northern Biochemical Corp. (Appointment) .....Mar. 19—p 58
Nuield Farmers Assn. (Reports 1959 Volume) .....Mar. 5—p 48
Nutrena Feeds (Rationed Light Ups Egg Yield) .....Mar. 5—p 29
Nutrition & Supply Service (Distributor for Additives) Mar. 5—p 88
Oakes Manufacturing Co. (Appointments) .....Mar. 19—p 51
Ogden Mira Monte Farm (Hay Processing Plant) .....Mar. 12—p 113
Panogen Co. (Sales Representative) .....Mar. 19—p 56
Pennsylvania's Best Eggs, Inc. (Plan Unites Production, Marketing of Eggs) .....Mar. 12—p 108
Peterson Breeding Farm, Inc. (Appointment) .....Mar. 12—p 109
Pfizer, Chas., & Co., Inc. (Manual for Swine Growers) Mar. 5—p 6
(Appointment) .....Mar. 5—p 59
(Awards) .....Mar. 12—p 76
Phillips Chemical Co. (Plastic Resin for Bags) .....Mar. 12—p 63
Pilch's Poultry Breeding Farms, Inc. (Distribution Center Opened) .....Mar. 12—p 110

(Appointments) ....Mar. 19—p 82
Pillsbury Co. (Appointments) ....Mar. 12—p 21
Prater Pulverizer Co. (Essay Contest) ....Mar. 26—p 8
Progressive Farmer (Electronics Used in Farm Planning) ....Mar. 5—p 32
Publicker Industries, Inc. (Buys Blackstrap) ....Mar. 19—p 4
Puget Sound By-Products Co. (To Process Poultry Feathers) ....Mar. 19—p 46
Ralston Purina Co. (Buys Half Interest in French Company) ....Mar. 5—p 1
(Aids in 'Test' Egg Program) ....Mar. 12—p 8
(Entertains Game Breeders Group) ....Mar. 19—p 108
(Retirement) ....Mar. 19—p 108
(Transfers) ....Mar. 19—p 76
Richardson Scale Co. (Appointment) ....Mar. 19—pp 96, 108
(Opens Houston Office) ....Mar. 26—p 72
Rolfes, George A., Company (Appointment) ....Mar. 19—p 36
Rubinoff, Jacob, Co. (Sold to Son-Mark Industries) ....Mar. 12—p 1
Salsbury's Dr. Laboratories (Appointment) ....Mar. 12—p 10
(Names Territory Manager) ....Mar. 26—p 67
(New Antibiotic Feed Supplement) ....Mar. 12—p 7
(News Editor) ....Mar. 19—p 84
Sauder Feed Service (Aims at Big Feeder Target) ....Mar. 26—p 28
Semmes Bag Co. (Stock Bought) ....Mar. 12—p 109
Shenzer Manufacturing Co. (Appointment) ....Mar. 5—p 24
Son-Mark Industries, Inc. (Buys Rubinoff Co.) ....Mar. 12—p 1
Southeastern Poultry Co. (Appointment) ....Mar. 26—p 52
Staley, A. E., Manufacturing Co. (Sales Area Expanded) ....Mar. 19—p 16
(Appointment) ....Mar. 19—p 70
Sterwin Chemicals, Inc. (Appointment) ....Mar. 5—p 80
(Sales Meeting) ....Mar. 12—p 88
Superior Separator Co. (New Car Unloader) ....Mar. 12—p 111
Supersweet Feeds (Fire) ....Mar. 12—p 1
Swanson, Carroll, Sales Co. (Appointment) ....Mar. 19—p 70
Taste Engineering, Inc. (Flavor Premix Rights) ....Mar. 5—p 8
Thurmond Feed Mills (Fire) ....Mar. 12—p 7
United Cooperative Farmers, Inc. (Ideas Save Money) Mar. 26—p 18
U.S. Industrial Chemicals Co. (Appointment) ....Mar. 19—p 109
Utah Poultry & Farmers Cooperative (Manager Leaves) Mar. 12—p 76
Valley Mills (Sales Meeting) ....Mar. 5—p 24
(Appointment) ....Mar. 12—p 109
Van Waters & Rogers, Inc. (Appointment) ....Mar. 19—p 88
Walnut Grove Products Co., Inc. (New Mill) ....Mar. 19—p 26
West Virginia Pulp & Paper Co. (Appointment) ....Mar. 19—p 52
Western Hatcheries Inc. (Arkansas Program) ....Mar. 12—p 110
Winger Manufacturing Co. (Bulk Equipment Production) ....Mar. 5—p 86
Wirthmore Feeds, Inc. (To Build Bulk Station) ....Mar. 19—p 4
(Buys Maritime Stores) ....Mar. 12—p 1

CONFERENCES:
Clemson Poultry Disease and Management Short Course ....Mar. 26—p 54
Colorado Livestock Days Program ....Mar. 5—p 6
Cottonseed Processing Clinic ....Mar. 19—p 77
Distillers Feed Research Conference ....Mar. 26—p 1
Georgia Beef Cattle Short Course ....Mar. 26—p 14
Iowa Swine Producers Conference ....Mar. 12—p 6
Illinois Swine Growers Day ....Mar. 26—p 48
New Mexico Feeders Day ....Mar. 19—pp 78 & 107
Maryland Nutrition Conference ....Mar. 19—pp. 1, 10
National Farm Institute ....Mar. 12—p 102
North Carolina Service Men's Short Course ....Mar. 19—p 30
Ohio Broiler and Market Egg School ....Mar. 26—p 70
Pacific Northwest Feed Mill Production School ....Mar. 5—p 10
Purdue Marketing Clinic ....Mar. 19—p 28
Quad State Grain and Feed Convention ....Mar. 19—p 114
Virginia Feed Convention and Nutrition Conference ....Mar. 5—p 1; Mar. 12—p 46

CONSUMPTION & PRODUCTION:
Alabama's January Feed Sales Off 13% ....Mar. 12—p 104
Commercial Feeds Sold in Nebraska Up ....Mar. 5—p 19
Feed Tonnage Off in North Carolina ....Mar. 19—p 96
January and Season Feedstuff Use Down ....Mar. 19—p 8
K. C. Mills Record Little Change in Production ....Mar. 19—p 4
1959 Canada Feed Shipments Increase ....Mar. 5—p 88

COOPERATIVES:
Northeast Egg Co-op Unification Urged ....Mar. 19—p 45

CORN:
USDA Tells Plan for Surplus Corn ....Mar. 19—p 46

COTTONSEED MEAL:
Cottonseed Processing Clinic ....Mar. 19—p 77

CREDIT & FINANCING:
Californians Ponder Credit Problems ....Mar. 5—p 7
Cautious Credit and Limited Chick Supply Expected to Hold Down Broiler Production ....Mar. 26—p 7
Eastern States Tells of 'Assistance Plan' for Poultrymen Mar. 5—p 79
Grain Credit Topic of California Unit ....Mar. 26—p 7

DAIRY FEEDING:
Colorado Livestock Days Program ....Mar. 5—p 6
Pelleted Concentrates for Dairy Cows ....Mar. 19—p 62
Scientist Comments on Texture of Dairy Rations ....Mar. 12—p 85
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ....Mar. 12—p 46

DISASTER:
Supersweet Feeds (Estherville, Iowa) ....Mar. 12—p 1

DISEASE:
Clemson Poultry Disease and Management Short Course Mar. 26—p 54
Coccidiosis Reported in South and East ....Mar. 5—p 95
Disease Caused by Inhaling Soil Fungus ....Mar. 19—p 68
Disease Problem 'Normal' in Maryland ....Mar. 5—p 7
Infectious Sinusitis Control Progresses ....Mar. 12—p 44
New Poultry Virus Found in California ....Mar. 26—p 100
North Carolina State College Short Course ....Mar. 19—p 30

DISTILLERS FEEDS:
Distillers Feed Research Conference ....Mar. 26—p 1

ENERGY:
Distillers Feed Research Conference ....Mar. 26—p 1
How to Reduce Fat on Hogs Reported ....Mar. 19—p 90
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ....Mar. 12—p 46

ENZYMES:
Colorado Livestock Days Program ....Mar. 5—p 6
Variable Results, FDA Slowing Up Use of Enzymes in Feed. ....Mar. 26—p 32

FATS:
Feed Use of Fats and Oils Down 13% ....Mar. 19—p 80

FATTY ACIDS:
University of Maryland Nutrition Conference ....Mar. 19—p 10

FEED INDUSTRY:
Arkansas Feed Men See Sale Rise with Increased Dairying ....Mar. 19—p 90
Feed Men Optimistic, Business Making Comeback....Mar. 19—p 1
Sizzling Sixties? ....Mar. 5—p 54
Storm Damage to Poultry Industry Amounts to Millions Mar. 19—p 1
Virginia Feed Convention and Nutrition Conference ....Mar. 5—p 1

FEED SPOILAGE:
Feed Spoilage and Its Control in Mixed Feeds ....Mar. 26—p 68
Results of Five Studies on Feed Spoilage Related ....Mar. 26—p 68

FEED SUPPLIES:
Reduced Supplies of Dehy. ....Mar. 19—p 7

FISH PRODUCTS:
Acceptability of Fish Meal to Young Turkey Poults ..Mar. 26—p 74
Fish Meal Demand Improves, but Import 'Threat' Continues ....Mar. 26—p 1
Fish Meal, Scrap Production Rises ....Mar. 19—p 51
New York Times Cites Fish Meal's Importance ....Mar. 26—p 36

FLAVORS:
Taste Engineering Gets Flavor Premix Rights ....Mar. 5—p 8

FORMULATION:
University of Maryland Nutrition Conference ....Mar. 19—p 10

FREIGHT RATES:
Regulation Inequities Blamed for Railroad Pricing Policies ....Mar. 12—p 4

GOVERNMENT AID:
FHA Offers Emergency Loan Assistance to Southeast...Mar. 26—p 7

GRAIN BANK:
Mutual Millers & Feed Dealers Assn. Convention....Mar. 12—p 1

GRAIN DRYING:
Illinois Swine Growers Day ....Mar. 26—p 48

GRAIN GRADES:
GFDNA Discusses Grain Grades ....Mar. 19—p 108

GRAIN SORGHUMS:
Iowa Sorghum and Grit Experiments ....Mar. 12—p 106

GRAIN STORAGE:
Business Dealings of CSS Director Being Examined ....Mar. 19—p 4
CCC Announces Townhall Meeting to Discuss New UGSA ....Mar. 12—p 32
CCC, Trade Views on Storage Rate ....Mar. 19—p 6
Grain & Feed Dealers National Assn. Convention ....Mar. 12—p 4
Proposed Grain Storage Rate Cuts Branded 'Unacceptable' ....Mar. 19—p 1
USDA 'Unlikely to Yield' on New Storage Rate ....Mar. 26—p 1

GRAIN TRADE:
Californians Ponder Credit Problems ....Mar. 5—p 7

GRIT:
Iowa Sorghum and Grit Experiments ....Mar. 12—p 106
Putting Research to Work ....Mar. 5—p 44; Mar. 12—p 58

HORMONES:
Experiment Results at Illinois Reported ....Mar. 19—p 18
New Mexico Feeders Day ....Mar. 19—p 107
No Residues from Estrogen in Feed ....Mar. 19—p 7
Purdue Marketing Clinic ....Mar. 19—p 28
Putting Research to Work ....Mar. 12—p 58
Use of Additives to Control Heat in Swine Seen ....Mar. 26—p 64

INSECTICIDES:
Petitions Filed for Insecticide, Antibiotics ....Mar. 12—p 8

INSECTS:
Khapra Beetle Found in Asian Guar Meal ....Mar. 19—p 70

INTEGRATION & CONTRACT FARMING:
Cow Pool Organizer Sees Merit in Idea ....Mar. 26—p 90
Integration Gets Yes and No Answers at Michigan Event ....Mar. 19—p 60
New Turkey Program in Carolinas ....Mar. 5—p 1
Oregon Feed & Seed Dealers Assn. Convention ....Mar. 26—p 6
'Penn's Best' Plan Unites Production, Marketing of Eggs ....Mar. 12—p 109
Pilot Feeding Pens Help Firm in New Mexico ....Mar. 5—p 26
Says Feed Men's Place in Integrated Hog Program Is to Provide Protein Supplement ....Mar. 5—p 48
Says Integration Has Hurt Poultry Industry ....Mar. 19—p 99
Virginia Feed Convention and Nutrition Conference...Mar. 5—p 1

KELP:
University of Maryland Nutrition Conference ....Mar. 19—p 10

LATIN AMERICA:
Special Planning Needed to Develop Latin America Market ....Mar. 26—p 4

LEGISLATION:
New York Meat Tag Bill Killed ....Mar. 19—p 111
Production Control Bill Opposed ....Mar. 12—p 68
Urged to Contact Congress on Additives ....Mar. 26—p 1

LITERATURE:
'Beef Cattle Science' Is Title of New Book ....Mar. 26—p 31
Publications on Swine Nutrition, Hormones ....Mar. 5—p 32

LIVESTOCK INDUSTRY:
Corn Belt Holding Own in Livestock ....Mar. 12—p 37
Feed Man's Place in Integrated Hog Program....Mar. 5—p 48
Growth of Texas Cattle Feeding Described ....Mar. 5—p 79
Iowa State Swine Conference ....Mar. 12—p 6
Mississippi Hog Men Told to Up Production ....Mar. 26—p 96
New Mexico Feeders Day ....Mar. 19—p 78
Purdue Marketing Clinic ....Mar. 19—p 28
Range Feed, Cattle, Sheep Conditions in West Decline..Mar. 12—p 3
Virginia Feed Convention and Nutrition Conference ....Mar. 5—p 1

LIVESTOCK NUMBERS:
Less Cattle on Feed in Arizona, California ....Mar. 19—p 108
Milk Production Per Cow at High; Production Down ..Mar. 5—p 62
Number of Early Lambs Up 2% ....Mar. 19—p 8
Spring Farrowing Upsurge Indicated ....Mar. 5—p 11
Spring Farrowings Off as Predicted ....Mar. 19—p 1
Up or Down ....Mar. 26—p 90
U.S. Farm Animal Population by States (Chart) ....Mar. 19—p 100

MANAGEMENT-BUSINESS:
Northwest Feed Manufacturers Assn. Meeting ....Mar. 12—p 70
Ohio Grain & Feed Dealers Assn. Convention ....Mar. 19—p 48
Pilot Feeding Pens Help Firm in New Mexico ....Mar. 5—p 26

MANAGEMENT-LIVESTOCK & POULTRY:
Clemson Poultry Disease and Management Short Course Mar. 26—p 54
Controlled Light for Turkeys Studied ....Mar. 26—p 82
Electronics Used in Farm Planning ....Mar. 5—p 32
Fans and Sprinklers Increase Cattle Gains ....Mar. 5—p 76
Georgia Poultry Health Workshops ....Mar. 12—p 20
Iowa State Swine Conference ....Mar. 12—p 6
Illinois Swine Growers Day ....Mar. 26—p 48
Swine-O-Meter Developed by SIU ....Mar. 19—p 109
Tests on Hen Floor Space Needs ....Mar. 19—p 80
Test Results in New Maryland Facilities ....Mar. 12—p 14
Test Shows Rationed Light Upsets Egg Yield ....Mar. 5—p 29
University of Maryland Nutrition Conference ....Mar. 19—p 10

MARKETING:
Good Egg Markets Mean Feed Sales ....Mar. 26—p 42
National Broiler Council Meeting ....Mar. 26—p 4
Ohio Grain & Feed Dealers Assn. Convention ....Mar. 19—p 48
Purdue Marketing Clinic ....Mar. 19—p 28
Purina Aids in 'Test' Egg Program ....Mar. 12—p 8

MERCHANDISING:
Illinois Firm Aims at Big Feeder Target ....Mar. 26—p 28
Ohio Grain & Feed Dealers Assn. Convention ....Mar. 19—p 48
Pellet 'Deal' and Customer Card Are Ideas Offered by Firm ....Mar. 12—p 86
Pilot Feeding Pens Help Firm to Gain Customers ....Mar. 5—p 26

MINERALS:
Distillers Feed Research Conference ....Mar. 26—p 1
FDA Withdraws Trace Mineral List ....Mar. 26—p 6
Illinois Swine Growers Day ....Mar. 26—p 48
Oats Ration for Hogs May Lack Phosphorus ....Mar. 26—p 36
Phosphorus Influence in Rumen Investigated ....Mar. 26—p 102
Results of Farmer's Mineral Test Related ....Mar. 19—p 24
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ....Mar. 12—p 46

MINK FEEDING:
Oregon Scientists Test Low Cost Mink Rations ....Mar. 19—p 46

MOLASSES:
Feed Share of All Molasses at Peak ....Mar. 19—p 58
Molasses Exports Up, Imports Down in Year ....Mar. 12—p 57
Putting Research to Work ....Mar. 19—p 22
U.S. Company Buys 100 Million Gal. Blackstrap ....Mar. 19—p 4

NEWSPRINT:
Testing Feed Made from Newsprint ....Mar. 19—p 60

NITROFURANS:
New Furazolidone Use Announced ....Mar. 19—p 7
Nitrofurans Control Infections in Poults ....Mar. 19—p 107

NITROGEN:
Scientists Achieve Breakthrough on Nitrogen Fixing ...Mar. 19—p 93

(Turn to FEEDSTUFFS INDEX, page 81)

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FEEDSTUFFS INDEX

(Continued from page 79)

OATS:
Illinois Swine Growers Day ....Mar. 26—p 48

PACKAGING:
FDA Regulations ....Mar. 5—p 7
New Plastic Resin Developed for Bags ....Mar. 12—p 63

PARASITES:
Clemson Poultry Disease and Management Short Course Mar. 26—p 54

PATENTS:
Patents Issued by U.S. Patent Office ....Mar. 26—p 98

PELLETING:
Experiment Results at Illinois Reported ....Mar. 19—p 18
New Mexico Feeders Day ....Mar. 19—pp 78; 107
Colorado Livestock Days Program ....Mar. 5—p 6
Pacific Northwest Feed Mill Production School ....Mar. 5—p 10
Pelleted Concentrates for Dairy Cows ....Mar. 19—p 62
Pelleted Lamb Rations Studied at Oregon ....Mar. 12—p 31
Pelleted Rations for Beef Cattle ....Mar. 5—p 18
Pelleting Ruminant Feeds Discussed at Cattle Meeting Mar. 19—p 56
Tests to Determine Pellet 'Hardness' ....Mar. 12—p 38
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ....Mar. 12—p 46
Virginia Scientist Comments on Texture of Dairy Rations Mar. 12—p 85

PIGMENTATION:
Bermuda Grass Meal May Sub for Alfalfa as Pigment Source ....Mar. 19—p 27
Borden to Market Pigmenting Additive ....Mar. 12—p 3

PIPERAZINE:
Effects of Piperazine Citrate Reported ....Mar. 26—p 72

POTATO MEAL:
Cull Potato Meal Fed in Colorado Lamb Tests....Mar. 12—p 87

POULTRY FEEDING:
Ohio Broiler and Market Egg School ....Mar. 26—p 70
Pullets Adjustable to Feed Program, Experiments Show ....Mar. 26—p 66
Purdue Marketing Clinic ....Mar. 19—p 28

POULTRY INDUSTRY:
'Apprehension, Gloom' About Southern Egg Industry..Mar. 12—p 3
Arkansas Plan to Cut Condemnations Set ....Mar. 12—p 111
Broiler Industry Digs Out from Devastating Storms ...Mar. 12—p 1
California Poultrymen Discuss Condemnations ....Mar. 19—p 8
Cautious Credit and Limited Chick Supply Expected to Hold Down Broiler Production ....Mar. 26—p 7
Chicken Now (Hot) Dog's Best Friend ....Mar. 12—p 3
Egg Quality Control System Explained ....Mar. 5—p 29
FHA Offers Emergency Loan Assistance to Southeast...Mar. 26—p 7
Georgia Poultry Health Workshops ....Mar. 12—p 20
Good Egg Markets Mean Feed Sales ....Mar. 26—p 42
Importance of Exports to Poultry Industry Stressed ...Mar. 19—p 81
Integration Gets Yes and No Answers at Michigan Event ....Mar. 19—p 60
National Broiler Council Meeting....Mar. 12—p 6; Mar. 26—p 4
Northeastern Poultry Producers Council Workshop ....Mar. 19—p 45
Purdue Marketing Clinic ....Mar. 19—p 28
Says Low Feed Cost Is Why Minnesota Leads in Turkeys ....Mar. 26—p 26
Sees Bright Future for Mississippi Poultry ....Mar. 26—p 26
Southeastern Storm Kills Birds, Halts Movement of Feed ....Mar. 5—p 1
Storm Damage to Poultry Industry Amounts to Millions Mar. 19—p 1
Table Prepared to Show Eggs on Pound Basis ....Mar. 12—p 44
Union-Egg Producer Meeting Postponed ....Mar. 5—p 4
Virginia Feed Convention and Nutrition Conference ....Mar. 5—p 1

POULTRY NUMBERS:
Broiler Breeder Flock Placements Off 16% ....Mar. 19—p 4
Broiler Egg Set, Placements Off ....Mar. 19—p 6
Egg-Type Chick Output Still Down Sharply ....Mar. 19—p 1
Egg-Type Chicken Testings Rise ....Mar. 26—p 100
Heavy Breed Turkey Poult Production Gains ....Mar. 19—p 4
Number of Layers Is Down 3% ....Mar. 19—p 4
Poultry Survey Group Gives Analysis of Price Outlook..Mar. 26—p 1
Says Low Breeder Hen Supply Helpful ....Mar. 26—p 52
Storm Damage to Poultry Industry Amounts to Millions Mar. 19—p 1
U.S. Farm Animal Population by States (Chart) ....Mar. 19—p 100
Warn Against 'Over-Adjustment' in Egg Industry ....Mar. 12—p 1
Warns Against Too Many Turkeys ....Mar. 5—p 1

PRICES:
Egg Prices Hold Firm After Major Advances ....Mar. 26—p 8
Farm Commodity-Feed Price Ratios ....Mar. 5—p 4
Ingredients Reflect Feed Demand Gains ....Mar. 26—p 8
Livestock Prices Generally Stronger ....Mar. 5—p 8
Millfeed, Animal Proteins Spark Ingredient Market ....Mar. 5—p 1
Millfeeds Lead Ingredients Parade to Higher Prices ..Mar. 19—p 6
Moderate to Sharp Advances in Eggs ....Mar. 12—p 8
Poultry Survey Group Gives Analysis of Price Outlook Mar. 26—p 1
Soybean Product Situation and Outlook Analyzed ....Mar. 5—p 6
Supply Rises, but Delmarva Broiler Prices Swing Up ..Mar. 5—p 8
Up or Down ....Mar. 12—p 98; Mar. 19—p 84
USDA Studies 'Price Spread' in Feed ....Mar. 5—p 7
Virginia Feed Convention and Nutrition Conference....Mar. 5—p 1
Warn Against 'Over-Adjustment' in Egg Industry....Mar. 12—p 1

PRICE SUPPORTS:
Capital Comment ....Mar. 26—p 4
Farm Institute Speaker Calls Farm Surplus 'Political' ..Mar. 12—p 102
USDA Extends Reseal Price for Soybeans ....Mar. 26—p 4

PRODUCTION & MILL OPERATIONS:
How to Improve Sewing Machine Operations ....Mar. 19—p 45
Ideas Save Firm Money, Up Sales ....Mar. 26—p 18
Illinois Firm Aims at Big Feeder Target ....Mar. 26—p 28
New Iowa Mill Built for Efficient Operation of Bulk and Bag Services ....Mar. 19—p 26

PROTEIN:
Illinois Swine Growers Day ....Mar. 26—p 48
Iowa State Swine Conference ....Mar. 12—p 6
Machine Said to Take Protein from Vegetable Matter..Mar. 5—p 28
Maryland Nutrition Conference ....Mar. 19—p 1
Ohio Broiler and Market Egg School ....Mar. 26—p 70
Protein Meals "Out" for Ruminants ....Mar. 12—p 4
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ....Mar. 12—p 46

REGULATORY:
Agricultural Research Institute ....Mar. 19—p 36
AFMA Seeks Support of Drug Policy Change ....Mar. 19—p 1
Calls for "Reasonable" Enforcement ....Mar. 12—p 4
Comments on Checking Bulk Truck Weights ....Mar. 19—p 56
Delaney Clause Hit in Abbott Report ....Mar. 19—p 4
Delaney Clause Rapped at GFDNA Event ....Mar. 12—p 1
Drug Withdrawal Requirement ....Mar. 19—p 7
FDA Withdraws Trace Mineral List ....Mar. 26—p 6
Feed Control Comment ....Mar. 5—p 80; Mar. 19—p 34
Future Problems with Medicated Feeds Noted by FDA Official ....Mar. 5—p 72
Grain Man Raps Delaney Clause ....Mar. 19—p 96
The Impact of FDA Regulations on Research and Living Standards ....Mar. 26—p 10
Methionine Limit Deleted; FDA Acting on Trace Minerals ....Mar. 12—p 8
Packaging Regulations ....Mar. 5—p 7
Petitions Filed for Insecticide, Antibiotics ....Mar. 12—p 8
Says Research on Feed Additives Cut by Food, Drug Law ....Mar. 26—p 4
Urged to Contact Congress on Additive Bill ....Mar. 26—p 1

RESEARCH:
First Test Results in New Maryland Facilities ....Mar. 12—p 14
Goal of Research Farm Is Disease-Free Hogs ....Mar. 12—p 70
Symposium on Use of Disciplines in Nutritional Research ....Mar. 12—p 72

RESTRICTED FEEDING:
Pullets Adjustable to Feed Program, Experiments Show Mar. 26—p 66
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ....Mar. 12—p 46

SERVICE:
Dealers Told Service Is Key to Elevator Success....Mar. 26—p 88
North Carolina State College Short Course ....Mar. 19—p 30

SHEEP FEEDING:
Alternate Day Ewe Feeding Is Approved ....Mar. 26—p 69
Colorado Livestock Days Program ....Mar. 5—p 6

SILAGE:
Factor in Silage Thought to Lower Heifer's Appetite ..Mar. 26—p 36

SODIUM PROPIONATE:
Feed Spoilage and Its Control in Mixed Feeds ....Mar. 26—p 68
Mold Inhibitor Marketed for Use in Feed Industry....Mar. 12—p 10
Results of Five Studies on Feed Spoilage Related ....Mar. 26—p 68

SOYBEAN MEAL:
'Illinois System of Swine Nutrition' Outlined by College Mar. 19—p 24
Purdue Marketing Clinic ....Mar. 19—p 28
Up or Down ....Mar. 19—p 84

SOYBEANS:
South Faces Problem in Japanese Market for Soybean Crop ....Mar. 5—p 58
Soybean Product Situation and Outlook Analyzed ....Mar. 5—p 6
Unextracted Raw Soybeans for Laying Hens ....Mar. 19—p 18
University of Maryland Nutrition Conference ....Mar. 19—p 10

SWINE FEEDING:
Distillers Feed Research Conference ....Mar. 26—p 1
How to Reduce Fat on Hogs Reported ....Mar. 19—p 90
Illinois Swine Growers Day ....Mar. 26—p 48
'Illinois System of Swine Nutrition' Outlined ....Mar. 19—p 24
Iowa State Swine Conference ....Mar. 12—p 6
Purdue Marketing Clinic ....Mar. 19—p 28
Tomorrow's Formulas for Swine Feeding ....Mar. 12—p 26
University of Maryland Nutrition Conference ....Mar. 19—p 10
Virginia Feed Convention and Nutrition Conference ...Mar. 12—p 46

TEREPHTHALIC ACID:
Arkansas Congressmen Asked to Help Get FDA Okay on TPA ....Mar. 12—p 16

TRANQUILIZERS:
California Workers Report on Results of Tranquilizer Tests ....Mar. 19—p 58
Colorado Livestock Days Program ....Mar. 5—p 6
Pelleting Ruminant Feeds Discussed at Cattle Meeting Mar. 19—p 56
Results of Reserpine Trials Are Reported ....Mar. 26—p 52

TRANSPORTATION:
Purdue Marketing Clinic ....Mar. 19—p 28
Study Shows Feed Manufacturers Use 1½% of All Cars Leased by U.S. Industry ....Mar. 26—p 61

TURKEY FEEDING:
Nebraska Researcher Offers Suggestions on Turkey Breeders ....Mar. 26—p 47

UNIDENTIFIED FACTORS:
Distillers Feed Research Conference ....Mar. 26—p 1
Illinois Swine Growers Day ....Mar. 26—p 48
University of Maryland Nutrition Conference ....Mar. 19—p 10

UREA:
Protein Meals "Out" for Ruminants ....Mar. 12—p 4

VITAMINS:
Evaluation of the Proposed ANRC Vitamin A Reference Standard ....Mar. 5—p 38
New Vitamin Reported ....Mar. 26—p 1
University of Maryland Nutrition Conference ....Mar. 19—p 10

Pfizer Sales, Earnings Rise in First Quarter

NEW YORK—First quarter sales and earnings of Chas. Pfizer & Co., Inc., were substantially higher than in the same period last year, John E. McKeen, president, told share owners this week at the annual meeting in Brooklyn.

World-wide sales of the drug and chemical firm were $68,722,000, compared with $60,547,000 in the first three months last year, an increase of 13.5%. Earnings were $7,102,000, up 12% from $6,339,000 and were equivalent to 43¢ per common share against 39¢ in the January-March period in 1959.

Mr. McKeen declared that "the company's operations are now well diversified, not only in terms of products, but also in terms of geographical areas. The over-all outlook is good, and we are cautiously optimistic about the balance of 1960."

About 2,000 share owners and guests attended the meeting at the Brooklyn Academy of Music and heard reports on the company's operations from Mr. McKeen and other Pfizer officials. The program was designed to acquaint them with the firm's global activities.

Among the directors reelected was J. Jerome Thompson, Pfizer vice president and general manager of the agricultural division.

MINNESOTA MILL SOLD

JORDAN, MINN. — Al Beckius, Jordan feed dealer, and Cy Hennes, New Prague feed mill operator, have purchased the Shakopee Feed Mill and Purina dealership. Selling the mill were Warren and Marvin Stemmer, who operated the Shakopee mill since 1946, when they took it over from their father, J. M. Stemmer.

Poultry Festival Set In South Carolina

CLEMSON, S.C.—Final plans have been worked out for the 1960 Poultry Festival to be held at the Batesburg-Leesville school grounds on Wednesday, May 11.

P. H. Gooding, Clemson poultry extension staff, says that the committees working on the festival met recently with Clyde Rauch, general chairman, to work out final details.

The festival will begin with a parade at 10:30 a.m., and will end with the crowning of the festival queen at a dance that night.

Mr. Gooding announced that B. W. Brookshire, Batesburg, is chairman of the beauty contest committee. Local hatcherymen, feed processors, dealers, or poultry processors are being asked to sponsor contestants in the beauty contest.

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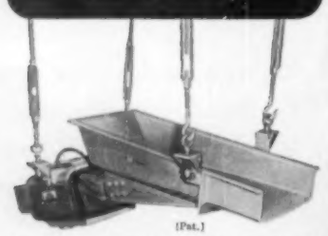

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FEEDSTUFFS

A WEEKLY NEWSPAPER

For the Feed Manufacturer, Feed Jobber, Feed Broker and Feed Dealer

Index for April, 1960

Vol. 32 Nos. 14-18

ADDITIVES:
Agricultural Chemicals Symposium ....April 30—p 1
Experts Discuss Role of Agricultural Chemicals in Production of Food ....April 9—p 10
Microbial Products in Animal Feeds ....April 23—p 38
Minnesota Studies Anti-Blackhead Drugs for Turkeys....April 2—p 12
National Institute of Animal Agriculture Conference....April 9—p 1
Purdue Organizes New Trace Level Research Institute....April 9—p 1
USDA Issues Leaflet on Use of Chemicals ....April 23—p 20
What's Ahead for Feed Additives? ....April 16—p 18
What's Ahead in Livestock Production? Here's What An Economic Advisor Sees ....April 30—p 44

ADVERTISING:
Ewing Postmark Ad Attracts Recognition ....April 9—p 36

AERATION:
Aeration Engineering, Management and Marketing....April 2—p 73

ALFALFA:
Oregon Field Day ....April 16—p 102
Up or Down ....April 16—p 92

AMINO ACIDS:
Indiana Cattle Feeders Day....April 23—p 10; April 30—p 6
Informal Poultry Nutrition Conference ....April 30—p 10
Protein and Amino Acid Nutrition of Swine....April 23—p 54
Rutgers Poultry Nutrition Institute Conference ....April 16—p 90

ANALYSIS TABLE:
Feedstuffs 1960 Analysis Table ....April 16—p 34

ANTIBIOTICS:
FDA Proposes New Labeling Regulation ....April 23—p 22
Feeding of Aureomycin to Dairy Cattle ....April 16—p 73
Indiana Cattle Feeders Day ....April 30—p 6; April 23—p 10
Informal Poultry Nutrition Conference ....April 30—p 10
Liquid Formulas for Mastitis ....April 16—p 10
Oregon Field Day ....April 16—p 102
Poultry Feed With Hygromycin Announced ....April 23—p 14
Soft Phosphate as a Potentiating Agent for Antibiotics..April 9—p 20
South Dakota Sheep Field Day ....April 16—p 32

APPLE POMACE:
FDA Echoes USDA's Apple Pomace Warning ....April 16—p 106
USDA Warns Against Apple Pomace in Feeds....April 9—p 4

ASSOCIATIONS:
American Federation of Poultry Producers Assn. (Directors) ....April 9—p 87
American Feed Manufacturers Assn. (Meeting) ....April 2—p 10
(Forecasts Evaluated) ....April 23—p 15
(Nutrition Director) ....April 30—p 7
(New Board Members) ....April 30—p 1
American Poultry & Hatchery Federation (Report on Poultry Products) ....April 16—p 46
Animal Health Institute (Additive Information) ....April 9—p 6
(Meeting) ....April 23—p 1
(Names Directors) ....April 30—p 7
California Cattle Feeders Assn. (Sponsors Feed Mill)..April 2—p 72
California Hay, Grain & Feed Dealers Assn. (Convention) ....April 30—p 1
Carolina Grain & Feed Dealers Assn. (Officers)....April 30—p 64
Chicago Feed Club (Meeting) ....April 2—p 92
Colorado Grain, Milling & Feed Dealers (Convention)..April 16—p 7
Delmarva Poultry Industry, Inc. (Fund Drive)....April 2—p 43
Feed Additives Council (Additive Amendment) ....April 2—p 1
Kansas City Feed Club (Meeting) ....April 2—p 79
Kansas Formula Feed Manufacturers Assn. (Appointment) ....April 2—p 48
Kansas Grain & Feed Dealers Assn. (Convention)....April 30—p 1
National Broiler Council (Consumer Education)....April 16—p 38
(Editorial Meeting Theme) ....April 30—p 71
(Organization Changes) ....April 16—p 1
National Grain Trade Council (Grain Storage)....April 9—p 7
Nebraska Grain Improvement Assn. (Meeting-Election)..April 2—p 36
North Carolina Egg Processors & Packers Assn. (Organizational Meeting) ....April 9—p 52
Northeastern Poultry Producers Council (Meeting)....April 2—p 86
(Exhibit Space Sale) ....April 23—p 23
N. W. Feed Manufacturers Assn. (Drug Legislation)...April 16—p 1
(Scholarships) ....April 16—p 4
Ontario Retail Feed Dealers Assn. (Bulletin) ....April 16—p 8
Oregon Poultry Council (Election) ....April 9—p 86
Pacific Dairy & Poultry Assn. (Convention) ....April 16—p 1
Poultry & Egg National Board (Meeting) ....April 23—p 6
(Branch Offices Consolidated) ....April 2—p 7
(Research Award) ....April 23—p 24
Quality Egg Council (Egg Plan Contribution) ....April 16—p 76
Southeastern Poultry & Egg Assn. (Committees) ....April 9—p 14
Southeastern Processors Council (Meeting) ....April 2—p 10
Texas Grain & Feed Assn. (Election) ....April 2—p 7
(Convention) ....April 9—p 8
Washington State Feed Assn. (Committees) ....April 9—p 48
West Virginia Feed Control Committee (Uniform Feed Bill) ....April 16—p 11

AUTHORS:
Bailey, Dr. R. A.
Banks and PCA's Can Help Feed Men Solve Accounts-Receivable Problem ....April 23—p 62
Beeson, Dr. W. M.
Trends in Phosphorus for Swine ....April 30—p 34
Blair, Jess
Direct Selling: What Some Southern Dealers and Manufacturers Say About It ....April 16—p 60
Boren, Prof. Fred W.
Pelleted Feeds for Beef Cattle ....April 2—p 20
Brown, L. C.
Feeding of Aureomycin to Dairy Cattle ....April 16—p 73
Camp, Dr. Arthur A.
Soft Phosphate as a Potentiating Agent for Broad-Spectrum Antibiotics ....April 9—p 20
Couch, Dr. J. R.
A Report on the Informal Poultry Nutrition Conference ....April 30—p 10
Davies, Dr. R. E.
A Report on the Informal Poultry Nutrition Conference ....April 30—p 10
Ford, Harold
'Get In or Get Out!' ....April 30—p 46
Hall, Harlow H.
Microbial Products in Animal Feeds ....April 23—p 38
Jahn, Russell
Benefits of Pelleting Roughage Rations ....April 9—p 18
Kamstra, L. D.
Benefits of Pelleting Roughage Rations ....April 9—p 18
Kathman, A. J.
Fat Handling in the Feed Mill ....April 2—p 66
Kerr, Dr. K. B.
What's Ahead for Feed Additives? ....April 16—p 18
Lassiter, Dr. C. A.
Feeding of Aureomycin to Dairy Cattle ....April 16—p 73
Moreng, Dr. Robert E.
Genetics and Nutrition—Where Do the Twain Meet?..April 16—p 42
Nelson, Al P.
Feed Man and Veterinarian Provide Disease-Free Pigs.April 23—p 26
Local Mill Operator Works With Customers for Lower Costs ....April 16—p 30
Modernized Mill Attracts Many New Customers ....April 30—p 18
New Mill in Iowa Uses Punch Cards for Selecting and Weighing Ingredients ....April 19—p 26
School Principal Operates Custom Feed Mill....April 2—p 38
Nesheim, Dr. R. O.
Protein and Amino Acid Nutrition of Swine....April 23—p 54
Neumann, Dr. A. L.
A Puzzling Problem for Cattle Feeders ....April 23—p 58
Petersen, Prof. C. F.
Influence of High Calcium Intake Upon Egg Production Factors—Including Shell Quality ....April 30—p 26
Siler, Glenn R.
The Grain Bank Has Come of Age ....April 9—p 54
Snyder, Dr. J. M.
Turkey Feeds of Tomorrow ....April 2—p 34
Stratton, Charles L.
Efficiency, Modernization Are Keys for N. H. Plant...April 9—p 42

BARLEY:
California Studies High-Barley Ration for Cattle....April 23—p 86

BOARDS OF TRADE:
Buffalo Corn Exchange ....April 30—p 94
Milwaukee Grain Exchange ....April 16—p 8

BREEDING:
Genetics and Nutrition—Where Do the Twain Meet?...April 16—p 42

BROILER FEEDING:
Broilers Set New Feed Conversion Average....April 9—p 37
Comments on Broiler Feed Formulation ....April 16—p 52

BULK HANDLING:
New Bulk Facility Is Part of Mill Improvement Program ....April 30—p 54

CADMIUM:
Control Found for Sheep Threadworms ....April 16—p 24

CANADA:
Canada Discusses Feed Grain Problem ....April 16—p 40
Dairy Supports Set ....April 30—p 94
Feed Shipments Down ....April 16—p 88
Hog Numbers Down by 16% in Canada ....April 16—p 39
Increases Reported in Canada Feed Output ....April 9—p 81
Interim Payments for Canadian Eggs ....April 16—p 48
Red Meat Production in Canada Up 8.5% ....April 30—p 87
Seek Marketing Plan ....April 9—p 81
Study Grain Buying Laws in Canada ....April 30—p 32

CATTLE FEEDING:
All-Concentrate Cattle Feeding Results Publicized....April 23—p 1
California Studies High-Barley Ration for Cattle....April 23—p 86
Indiana Cattle Feeders Day ....April 23—p 10; April 30—p 6
Kansas Grain & Feed Dealers Assn. ....April 30—p 1
Notes More High-Concentrate Beef Rations, Relates Dynafac Response to Roughage Level ....April 30—p 8
Oregon Field Day ....April 16—p 102
A Puzzling Problem for Cattle Feeders ....April 23—p 58
Virginia Feed Convention and Nutrition Conference...April 9—p 23

CHEMOBIOTIC:
Indiana Cattle Feeders Day ....April 30—p 6
Relates Dynafac Response to Roughage Level ....April 30—p 8

COMPANIES:
Abbott Laboratories (To Expand Research) ....April 9—p 40
Aeroglide Corp. (Vice President) ....April 16—p 107
Albertson's Inc. (Feed Production) ....April 23—p 18
Albers Milling Co. (Reorganization) ....April 9—p 1
(Appointment) ....April 16—p 14
Allied Mills, Inc. (Appointment) ....April 23—p 15
Amburgo Co. (Seminar) ....April 23—p 64
American Cyanamid Co. (Names Ag Head) ....April 16—p 109
(Malathion to Be Sold) ....April 2—p 10
Ames Reliable Products, Inc. (Doughboy Purchases Controlling Interest) ....April 2—p 1
Anderson, V. D., Co. (Grain Expanding Equipment)..April 16—p 28
Anderson-Smith Milling Co. (To Produce Dog Food)...April 2—p 98
Archer-Daniels-Midland Co. (Fire) ....April 16—p 112
(Holds Training Course for Dealers) ....April 23—p 72
Arkansas Grain Cooperative (Bean Processing Plant)..April 30—p 95
Armour Pharmaceutical Co. (Field Manager) ....April 2—p 29
Bemis Bro. Bag Co. (Sales Report) ....April 2—p 29
Berkley Feed Corp.*(Sales Report) ....April 30—p 87
Big Chief Stock Powder Co. (Sold) ....April 16—p 8
Boeke Feed Co. (Sponsors Tour) ....April 9—p 16
(Egg Program) ....April 2—p 91
Borden Co. (Financial Report) ....April 2—p 14
Brower Manufacturing Co. (Distributors) ....April 9—p 37
Burrus Feed Mills (Orders Set Record) ....April 2—p 87
B&W Elevator Supply Co. (Named Distributor) ....April 16—p 11
Calcium Carbonate Co. (Appoints Distributor) ....April 16—p 10
Canada Packers, Ltd. (Shur-Gran Div.—Poultry Feed With Hygromycin Announced) ....April 23—p 14
Cargill, Inc. (Appointments) ....April 16—p 8
Carolina Milling Co. (Adds to Staff) ....April 9—p 49
Catalin Corp. of America (Antioxidant Facilities)....April 9—p 4
Central Minnesota Processors, Inc. (Buys More Land)..April 30—p 25
Central Soya Co., Inc. (Financial Report) ....April 23—p 14
Century Chemical Corp. (Announces Financing) ....April 30—p 67
(Feed Sales Manager) ....April 2—p 7
Chemell, L. A. (Court Decision) ....April 23—p 6
CIBA Pharmaceutical Products, Inc. (Conference Set)..April 16—p 14
Commercial Solvents Corp. (Seminar) ....April 23—p 64
(District Head) ....April 9—p 87
Consumers Cooperative Assn. (New Mill) ....April 16—p 1
Continental Grain Co. (Consultant Appointed) ....April 2—p 6
Cooperative G.L.F. Exch., Inc. (Marketing Director)..April 30—p 53
(Bulk Operation) ....April 9—p 34
Cooperative Mills (New Pelleted Dairy Feed) ....April 9—p 37
Coosa Valley Chemicals, Inc. (Appointment) ....April 16—p 104
Cutler Co. (Buys Maritime Stores) ....April 2—p 4
Daffin Manufacturing Co. (Merged With Superior)....April 23—p 1
Dawe's Laboratories, Inc. (Territory Manager) ....April 30—p 20
(Nutritionist) ....April 2—p 56
Delaware Poultry Laboratories (Research Laboratories).April 9—p 10
Doughboy Industries, Inc. (Purchases Ames Reliable)..April 2—p 1
Drew, E. F., & Co., Inc. (Sales Chief) ....April 9—p 80
(Appointment) ....April 30—p 31
Eales Grain Co. (Started in California) ....April 2—p 75
Ehrsam, J. B., & Sons Mfg. Co. (West Coast Mgr.)...April 16—p 66
(Appointment) ....April 23—p 69
Elanco Products Co. (Vice President) ....April 9—p 12
Ewing, Ray, Co. (Postmark Ad) ....April 9—p 36
Farm Bureau Service Co. (To Operate at Springfield)..April 9—p 4
Flammer, J. W., Co. (New Grain Firm) ....April 30—p 44
Food Machinery & Chemical Corp. (Changes Names of Chemical Divisions) ....April 23—p 64
Foxbilt, Inc. (Purchased by Morrell) ....April 23—p 1
(School for Sales Staff) ....April 30—p 31
Fretwell & Son Mill (Specializes in Mixing on Order)..April 16—p 52
Fuller Co. (Dust Collector Sales Head) ....April 23—p 91
(Dracco Division—Construction) ....April 30—p 40
General Mills, Inc. (Broiler Contracting) ....April 9—p 6
(Buys R. Glen Mears & Co.) ....April 16—p 1
Golden Sun Milling Co. (Purchased by Morrell) ....April 23—p 1
Hales & Hunter Co. (Treasurer) ....April 30—p 4
Hand, Peter, Foundation (Appointments) ....April 30—p 7
Hess & Clark (Egg Production Promotion) ....April 30—p 8
(Research Promotions) ....April 2—p 4
Highway Equipment Co. (Division Head Named) ....April 2—p 91
Honeymead Products Co. (Officer) ....April 16—p 6
Hopkins, E. C. & W. L., Inc. (Plant) ....April 9—p 42
Illinois Farm Supply Co. (Record Year) ....April 9—p 88
International Milling Co. (Retirement) ....April 2—p 90
(New Plant Set) ....April 9—p 4
International Stock Food Corp. (Officers) ....April 2—p 56
Interstate Feeders Cooperative (Officers) ....April 16—p 36

LeGear, Dr., Inc. (Appointment) ....April 9—p 88
Lilly, Eli, & Co. (Sales Report) ....April 30—p 24
Lone Star-Robinhood Egg Co. (Cellophane-Wrapped Cartons) ....April 23—p 90
Lundell Mfg. Co., Inc. (Field Pelleting Unit) ....April 16—p 7
Mahaska Industries (Blender, Grinder) ....April 9—p 34
Manito Mill (Lower Costs) ....April 16—p 30
Maritime Milling Co. (Stores Sold) ....April 2—p 4
Matthews, G. B., & Sons, Inc. (Poultry Service Head) ....April 2—p 50
McGhee Moore Co. (Brokerage) ....April 16—p 112
McMillen Feed Mills (Egg Program) ....April 2—p 4
Mears, R. Glen, & Co., Inc. (Purchased by GMI) ....April 16—p 1
Merck & Co., Inc. (Agrozyme Cleared) ....April 23—p 4
(Research Expenditures) ....April 2—p 50
(Agrozyme Distribution) ....April 30—p 7
Miles Chemical Co. (Enzyme Cleared) ....April 9—p 6
Modern Mills, Inc. (Mill Being Built) ....April 23—p 91
Moorman Mfg. Co. (Promotions) ....April 16—p 10
Morrell, John, & Co. (Buys Two Firms) ....April 23—p 1
Morton Chemical Co. (Promotion) ....April 23—p 91
Murphy Products Co. (Sales & Promotion Report) ....April 2—p 43
National Alfalfa Dehydrating & Milling Co. (Price Differential) ....April 23—p 7
(Salesmen's Meeting) ....April 30—p 82
Nationwide Leasing Co. (Equipment Leasing) ....April 9—p 46
New Way Manufacturing Co. (Bulk Body) ....April 9—p 7
Nopco Chemical Co. (New Feed Product) ....April 30—p 7
Northwest Cooperative Mills, Inc. (Bulk Facility) ....April 30—p 54
Nulaid Farmers Assn. (Record Egg Volume) ....April 23—p 20
Nutrena Feeds (District Manager) ....April 2—p 10
(Quality Control Manager) ....April 30—p 87
Nutrena Mills, Inc. (Appointment) ....April 30—p 7
Ohio Blenders, Inc. (Central Marketing Unit) ....April 2—p 93
Oregon Egg Producers Assn. (Record Volume) ....April 16—p 39
Pabst Brewing Co. (FDA Clears Enzyme) ....April 23—p 7
Pay Way Feed Mills (Nutritionist) ....April 23—p 16
(Sales Manager) ....April 16—p 4
Pendleton Grain Growers, Inc. (New Mill) ....April 2—p 44
(Lend-Lease Hog Arrangement) ....April 2—p 11
Pennsylvania Farm Bureau Cooperative (Dairy Feed Schedule) ....April 30—p 37
(Studies Contracting) ....April 23—p 23
Pfizer, Chas., & Co., Inc. (Appointment) ....April 23—p 6
(Promotion) ....April 2—p 91
(Sales Representatives) ....April 30—p 87
(Sales Report) ....April 30—p 81
(Liquid Formulas for Mastitis) ....April 16—p 10
Phil-Rite Rollo-Mixers (Drum-Type Mixer) ....April 2—p 16
Pillsbury Co. (New Plant) ....April 2—p 98
(To Move California Operation) ....April 9—p 6
(Nutrition Meeting) ....April 16—p 10
Point Judith Dehydrating Process Co. (Closed) ....April 2—p 83
Prater Pulverizer Co. (Appointment) ....April 16—p 106
Prince Manufacturing Co. (Illinois Plant) ....April 2—p 79
Productive Acres Mfg. Co. (Sales Representative) ....April 16—p 16
(Distributing Point) ....April 2—p 99
Ralston Purina Co. (Management Changes) ....April 2—p 87
(Retirement Announced) ....April 2—p 7
(Egg Program in Ohio) ....April 2—p 4
(Promotion) ....April 9—p 6
(Treasurer Named) ....April 23—p 7
(Cattle Feeding Results) ....April 23—p 1
(Fellowship Awards) ....April 30—p 37
(International Div.—Retirement) ....April 30—p 94
Richardson Scale Co. (Appointment) ....April 9—p 34
(District Chief) ....April 30—p 53
Rohm & Haas Co. (Enzymes Cleared) ....April 23—p 6
Rolla Feed Mills, Inc. (Dog Food Firm) ....April 16—p 4
Ross Machine & Mill Supply, Inc. (Cooler) ....April 2—p 50
Rubinoff, Jacob, Co. (President) ....April 9—p 6
Salsbury's, Dr., Laboratories (Use of Eggs Promoted) ....April 9—p 6
(Territory Manager) ....April 23—p 15
Sargent Calcium Co. (Anniversary) ....April 2—p 32
Schering Corp. (Appointment) ....April 2—p 88
Scott Paper Co. (New Kraft Paper) ....April 23—p 86
Seco, Inc. (Promotion) ....April 16—p 11
Simpson & Co. (Converts to Bulk) ....April 2—p 83
South Omaha Feed & Supply Co. (To Handle Borden Products) ....April 16—p 107
Spencer Kellogg & Sons, Inc. (Earnings Down) ....April 2—p 7
(Professional Feeds Div.—Office Building) ....April 2—p 88
Sterling Drug, Inc. (Record Profits) ....April 9—p 34
Superior Separator Co. (Merged With Daffin) ....April 23—p 1
Supersweet Feeds (New Plant) ....April 2—p 98
Tamms Industries Co. (Promotion) ....April 16—p 107
Taste Engineering, Inc. (Meat Extender) ....April 2—p 92
(Representative) ....April 16—p 8
Texas Farm Products Co. (Advertising Manager) ....April 2—p 38
Thermoputer Corp. (Formed in Minnesota) ....April 2—p 27
Townsends, Inc. (New Plant) ....April 30—p 1
Truman Fowler Co. (To Supply Additives) ....April 2—p 4
Union Special Machine Co. (Top Salesman) ....April 23—p 64
U. S. Industrial Chemicals Co. (Meeting) ....April 30—p 6
Wit-A-Way, Inc. (Appointments) ....April 2—p 50
Wallerstein Co. (Clearance on Enzymes) ....April 23—p 6
Walnut Grove Products Co. (Sales Report ....April 23—p 1
Wells, Ralph, & Co. (Pet Foods Sales Manager) ....April 16—p 88
Welp's Feed Mill (New Mill) ....April 9—p 26
Wenger Mixer Manufacturing Co. (Personnel Changes) ....April 2—p 6
(Sales Representatives) ....April 16—p 8
West Virginia Pulp & Paper Co. (Appointment) ....April 16—p 48
Western Farmers Assn. (Appointment) ....April 2—p 83
Whitmoyer Laboratories, Inc. (Canadian Patent on Carb-O-Sep) ....April 2—p 56
(Nutrition School) ....April 16—p 107
(Poultry Lab Director) ....April 23—p 91
(Sales Unit Expanded) ....April 23—p 22
Wirthmore Feeds, Inc. (Acquires Connecticut Stores) ....April 16—p 13
(Appointment) ....April 23—p 16
Woods Mill Service, Inc. (Adds to Staff) ....April 16—p 40
Yieldmor Feeds, Inc. (Sponsors Clinic) ....April 30—p 66
Young, F. B., Grain Co. (Formed in California) ....April 23—p 20

CONFERENCES:
Agricultural Chemicals Symposium ....April 30—p 1
Delmarva Poultry Industry Conference ....April 16—p 56
Feed Production School, Inc. ....April 30—p 1
Georgia Egg Short Course ....April 2—p 26
Indiana Cattle Feeders Day ....April 23—p 10; April 30—p 6
Informal Poultry Nutrition Conference ....April 30—p 10
National Institute of Animal Agriculture ....April 9—p 1
Oregon Field Day ....April 16—p 102
Perdue Egg Day ....April 30—p 70
Rutgers Poultry Nutrition Institute Conference ....April 16—p 90
South Dakota Sheep Field Day ....April 16—p 32
Virginia Feed Convention and Nutrition Conference ....April 9—p 23

CONSTRUCTION:
Consumers Cooperative Assn. (Muncie, Kansas) ....April 16—p 1
Modern Mills, Inc. (Rockford, Idaho) ....April 23—p 91
Supersweet Feeds (Blooming Grove, Wis.) ....April 2—p 98
(Lemars, Iowa) ....April 9—p 4
Townsends, Inc. (Millsboro, Del.) ....April 30—p 1

CONSUMPTION & PRODUCTION:
Alabama Feed Mills Increase Production ....April 30—p 71
Alabama Tonnage Up ....April 16—p 98
Commercial Feedstuffs Use ....April 16—p 8
Feed Tonnage in North Carolina ....April 9—p 86
1959 Delaware Feed Tonnage Totals ....April 30—p 56
North Dakota Feed Sales ....April 16—p 92
Percentage of Commercial Feed in Dairy Concentrate ....April 2—p 39

COOPERATIVES:
Feed Supplies Maintain Top Rating in Cooperative Business ....April 23—p 84

CORN:
Feed Man Has Opportunity to Help Farmer With Wet Corn Problem ....April 16—p 6
Iowa Test Shows Wet Corn Best for Cattle ....April 23—p 56
Milo Equals Corn in Arkansas Broiler Test ....April 2—p 27
More Light Is Shed on Shade Problem in Corn—Related to Nitrate-Vitamin A Problem ....April 16—p 40

CREDIT & FINANCING:
Banks and PCA's Can Help Feed Men Solve Accounts-Receivable Problem ....April 23—p 62
Broiler Trade Credit Trends Told in Report ....April 16—p 6
Californians Urge Credit Cooperation ....April 23—p 14
Pacific Dairy & Poultry Assn. ....April 16—p 1

CROTALARIA:
North Carolina Groups Unite to Eliminate Growing of Crotalaria ....April 16—p 21

DAIRY FEEDING:
Feeding of Aureomycin to Dairy Cattle ....April 16—p 73
Grain, Concentrate Feeding to Dairy Cows Sets Record ....April 16—p 1
Percentage of Commercial Feed in Dairy Concentrate Still 28% ....April 2—p 39
Putting Research to Work ....April 16—p 64
Research on TDN in Dry Calf Starters Cited ....April 9—p 69
Virginia Feed Convention and Nutrition Conference ....April 9—p 23

DAIRY INDUSTRY:
Economist Predicts Changes in Dairying ....April 16—p 98
Kraft Brings Holstein Heifers Into Arkansas ....April 9—p 49

DISASTERS:
Floods Prompt Aid, Reduce Marketings of Hogs and Poultry ....April 2—p 4

DISEASE:
Anaplasmosis Studied ....April 23—p 56
Animal Health Institute Meeting ....April 23—p 1
'Anti-Disease' Gland of Chicks Studied ....April 16—p 107
Arkansas Seeks to 'Salvage' Condemned Birds ....April 2—p 93
Chick Edema Factor Isolated ....April 30—p 1
Delmarva Poultry Industry Conference ....April 16—p 56
Georgia Egg Short Course ....April 2—p 26
Minnesota Studies Anti-Blackhead Drugs ....April 2—p 12
Need for Hog Cholera Immunization Is Noted ....April 2—p 32
Putting Research to Work ....April 23—p 71
Research on Poultry Diseases at Georgia ....April 2—p 83

DISEASE-FREE PIGS:
Disease-Free Pigs Offer Fast Gains, Better Efficiency ....April 23—p 80
Feed Man and Veterinarian Provide Disease-Free Pigs ....April 23—p 26

EDUCATION:
Iowa Announces New Swine Nutrition Group ....April 30—p 6
Northwest Feed Manufacturers Assn. ....April 16—p 4

EGGS:
Scientist Reports on Egg-Cancer Test ....April 16—p 8

ENERGY:
Informal Poultry Nutrition Conference ....April 30—p 10
Rutgers Poultry Nutrition Institute Conference ....April 16—p 90

ENZYMES:
Agrozyme Cleared for Cattle Feeds ....April 23—p 4
California Reports Performance Not Improved by Enzyme ....April 2—p 14
Clears Enzymes for Non-Medicated Feeds ....April 9—p 6
FDA Clears Pabst Enzyme Product ....April 23—p 7
Indiana Cattle Feeders Day ....April 23—p 10; April 30—p 6
Informal Poultry Nutrition Conference ....April 30—p 10
Nopco Announces New Feed Product ....April 30—p 7
Rohm & Haas Notes Enzymes Cleared ....April 23—p 6
Wallerstein Receives Clearance on Enzymes ....April 23—p 6

EXCHANGES (See BOARDS OF TRADE)

FARM POLICY:
Radical Switch in U.S. Farm Policy Seen ....April 9—p 1

FAT:
Fat Handling in the Feed Mill ....April 2—p 66
Fattening Cattle on Pasture Plus Fat, Grain ....April 2—p 64
Inedible Tallow Output Predicted to Rise 6% ....April 9—p 49
Informal Poultry Nutrition Conference ....April 30—p 10
Rutgers Poultry Nutrition Institute Conference ....April 16—p 90

FEED INDUSTRY:
American Poultry & Hatchery Federation Report ....April 16—p 46
Animal Health Institute Meeting ....April 23—p 1
California Hay, Grain & Feed Dealers Assn. Convention ....April 30—p 1
Colorado Grain, Milling & Feed Dealers Convention ....April 16—p 7
Decentralization, Demand Orientation Trend Described ....April 2—p 64
Direct Selling: What Some Southern Dealers and Manufacturers Say About It ....April 16—p 60
Sun, Wind Pull Feed Men, Feeders Out of Deep Mud ....April 9—p 1
Tentative Price Spread Conclusions Indicated ....April 2—p 76
USDA Reports on Feed Distribution, Milling Cost Study ....April 16—p 7

FEED SUPPLIES:
Farm-Stored Feed Grains Up 7% ....April 16—p 6
Feed Grain, Concentrate Supply Expected to Reach Record Peak ....April 16—p 16
Oilseed Meal Exports and Stocks Increased ....April 16—p 4
Soybean Cake, Meal Production Declines ....April 2—p 98

FISH PRODUCTS:
Fish Meal Imports Prompt Appeal for International Talks ....April 30—p 62
Fish Meal Output Off ....April 16—p 4
Fish Plant to Remain Closed Until Summer ....April 2—p 83
Gloucester Fish Meal Production Curtailed ....April 16—p 10

FORAGE:
Maryland Forage Evaluation Plan Set ....April 23—p 20

FREIGHT RATES:
Capital Comment ....April 30—p 8
Eastern Rail Rate Hearings Nearer ....April 23—p 7
Grain Exchange Lists Shipping Resolutions ....April 30—p 67

FUMIGATION:
Unusual Fumigation of Grain Reported ....April 23—p 46

GOVERNMENT AID:
Floods Prompt Aid ....April 2—p 4
Four Counties Designated as Emergency Areas ....April 2—p 87
Loans Requested for Broiler House Repair ....April 30—p 20
USDA Acts to Reduce Flood Damage to Grain ....April 16—p 7

GRAIN BANK:
The Grain Bank Has Come of Age ....April 9—p 54
Kansas Grain & Feed Dealers Assn. Convention ....April 30—p 1

GRAIN COOLING:
USDA Notes Research on Grain Cooling ....April 2—p 11

GRAIN SORGHUMS:
Improved Gains With High Moisture Grain ....April 16—p 35
Milo Equals Corn in Arkansas Broiler Test ....April 2—p 27

GRAIN STORAGE:
Aeration Engineering and Marketing Texas Topics ....April 2—p 73
Capital Comment ....April 30—p 8
'Grain Rate Changes Should be Postponed' ....April 16—p 112
National Grain Trade Council ....April 9—p 7
Postponement of Any Grain Storage Rate Cut Proposed ....April 23—p 7
Radical Switch in U.S. Farm Policy Seen ....April 9—p 1
Storage Rate Concession Expected ....April 9—p 4
Symington Committee Invites Trade to Testify ....April 9—p 4
Texas Grain & Feed Assn. Convention ....April 9—p 8
Trade Voices Objections to Storage Proposals ....April 2—p 1
Trade Withdraws From Storage Talks in Protest ....April 30—p 1

GRAIN TRADE:
California Grain Trade Moving to Inland Areas ....April 23—p 19

GRIT:
Tests Confirm Value of Feeding Layers Grit ....April 16—p 21

HAY PROCESSING:
Hay Processing Machine Developed by California Men ....April 9—p 46

HORMONES:
Beef Gains Go Up With Early Implants ....April 30—p 70
Indiana Cattle Feeders Day ....April 23—p 10; April 30—p 6
Oregon Field Day ....April 16—p 102
South Dakota Sheep Field Day ....April 16—p 32
Thyroprotein Boosts Early Baby Pig Gains ....April 23—p 66

INSECTICIDES:
Malathion to Be Sold Under Cyanamid Label ....April 2—p 10

(Turn to FEEDSTUFFS INDEX, page 94)

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FEEDSTUFFS INDEX

(Continued from page 81)

INTEGRATION & CONTRACT FARMING:
Agriculture 'Decades' Behind Other Industry in Integrating Output ....April 2—p 29
American Poultry & Hatchery Federation Report....April 16—p 46
Oregon Firm Sets Up Land-Lease Hog Arrangement....April 2—p 11
Pacific Dairy & Poultry Assn. Convention ....April 16—p 1
Some Broiler Men Going Independent ....April 2—p 16
Vertical Integration in Turkey Production Increases in Texas ....April 9—p 87

LEASING:
Equipment Leasing Reported Expanding ....April 9—p 46

LEGISLATION:
Animal Health Institute ....April 9—p 6
Capital Comment ....April 30—p 8
Feed Additives Council ....April 2—p 1
Industry Interest in Congressional Action on Additives....April 2—p 1
Scientists Air Varied Views on Cancer Clause ....April 9—p 1

LITERATURE:
Ruminant Concept Explained in Book ....April 23—p 73
USDA Reports on Feed Distribution, Milling Cost Study....April 16—p 7

LIVESTOCK INDUSTRY:
Animal Health Institute Meeting ....April 23—p 1
Feeding in Montana ....April 2—p 83
New Iowa 'Cowtel' Run as Management Service....April 16—p 1
What's Ahead in Livestock Production? ....April 30—p 44

LIVESTOCK NUMBERS:
Cattle on Feed Increase 8%, USDA Reports ....April 16—p 1
Decline of Milk Cows Drops Off in 1959 ....April 23—p 86
End of Decline in Milk Cow Numbers Definite Possibility ....April 23—p 65
North Central Cattle Shipments Drop 7% ....April 2—p 62
Says Build-Up in Beef Cows Causing Threat ....April 2—p 98
Up or Down ....April 23—p 68

MANAGEMENT—LIVESTOCK & POULTRY:
Inventor Says Device Predicts Sex of Chicks ....April 9—p 14
Putting Research to Work ....April 30—p 58
Three Methods of Rearing Pullets Studied, Compared....April 16—p 24

MANURE:
Pelleted Poultry Manure ....April 2—p 64

MARKETING:
Advances Made in Egg Marketing ....April 9—p 84
Egg Marketing Co-op Proposed in Florida ....April 9—p 95
Feed Firms Take Part in New Egg Programs in Ohio....April 2—p 4
Georgia Egg Short Course ....April 2—p 26
Iowa Feed Company Offers Egg Program ....April 2—p 91
'Low Prices Won't Cause Farmers to Up Production'....April 23—p 89
Management and Marketing Are Texas Topics ....April 2—p 73
Pacific Dairy & Poultry Assn. Convention ....April 16—p 1
Says Farmer Needs Help in Marketing ....April 23—p 46

MATERIALS HANDLING:
Push-Button Farming Demonstration ....April 16—p 52

MERCHANDISING:
Direct Selling: What Some Southern Dealers and Manufacturers Say About It ....April 16—p 60
Efficiency, Modernization Are Keys for New Hampshire Plant ....April 9—p 42
Feed Man and Veterinarian Provide Disease-Free Pigs....April 23—p 26
The Grain Bank Has Come of Age ....April 9—p 54
Local Mill Operator Works With Customers for Lower Costs ....April 16—p 30
Modernized Mill Attracts Many New Customers ....April 30—p 18
School Principal Operates Custom Mill ....April 2—p 38

MINERAL OIL:
Petrolatum for Feed Gets FDA Extension ....April 2—p 56

MINERALS:
Colorado Feeders Find Trace Mineralized Salt Cuts Cost ....April 23—p 91
FDA Preparing New Trace Mineral Proposal ....April 9—p 8
Influence of High Calcium Intake Upon Egg Production Factors—Including Shell Quality ....April 30—p 26
Informal Poultry Nutrition Conference ....April 30—p 10
Putting Research to Work ....April 2—p 58
Rutgers Poultry Nutrition Institute ....April 16—p 90
Soft Phosphate as a Potentiating Agent for Broad-Spectrum Antibiotics ....April 9—p 20
Trends in Phosphorus for Swine ....April 30—p 34

MOLASSES:
Both Imports, Exports of Molasses Decline ....April 2—p 4

NITRATE:
More Light Is Shed on Shade Problem in Corn—Related to Nitrate—Vitamin A Problem ....April 16—p 40
South Dakota Sheep Field Day ....April 16—p 32

PASTURE:
Pasture Leases, Outlook in Kansas ....April 16—p 39

PATENTS:
Patents Issued by U.S. Patent Office ....April 16—p 53

PELLETING:
Benefits of Pelleting Roughage Rations ....April 9—p 18
Field Pelleting Unit Placed on Market by Iowa Firm....April 16—p 7
Illinois Pelleting Ration Tops Meal for Lambs ....April 2—p 76
Indiana Cattle Feeders Day ....April 23—p 10
Pelleted Feeds for Beef Cattle ....April 2—p 20
Pelleted Poultry Manure ....April 2—p 64

POULTRY FEEDING:
All-Mash Layer Diet, Mash-Grain Compared ....April 16—p 98
Genetics and Nutrition—Where Do the Twain Meet?....April 16—p 42
Influence of High Calcium Intake Upon Egg Production Factors—Including Shell Quality ....April 30—p 26
Virginia Feed Convention and Nutrition Conference ....April 9—p 23

POULTRY INDUSTRY:
American Poultry & Hatchery Federation Report ....April 16—p 46
Arkansas Seeks to 'Salvage' Condemned Birds ....April 2—p 93
Benson Predicts Improvements in Poultry Business....April 9—p 12
Delmarva Poultry Industry Conference ....April 16—p 56
Florida Group Plans Egg Marketing Co-op ....April 30—p 80
'Get In Or Get Out' ....April 30—p 46
Letters to the Editor ....April 16—p 13
National Broiler Council ....April 16—p 38
N. J. Poultrymen Accept Union's Offer ....April 2—p 4
Pacific Dairy & Poultry Assn. Convention ....April 16—p 1
Poultry & Egg National Board Meeting ....April 23—p 6
Propose Amendments to Poultry Grading ....April 23—p 14
Purdue Egg Day ....April 30—p 70
Signs of New Vitality in Broiler Business ....April 30—p 7
Some Broiler Men Going Independent ....April 2—p 16
252 Hatcheries Close in 1959, APHF Survey Indicates....April 16—p 88
Union Opens Office in N. J. Poultry Area ....April 23—p 1

POULTRY NUMBERS:
Cautioned Against Severe Cut in Chick Purchases....April 2—p 6
Chicks for Supply Flocks Down ....April 30—p 76
Egg-Type Chick Hatch Still Far Behind 1959....April 23—p 1
Fewer Layers, Lower Lay Rate Create Better Market....April 16—p 7
Heavy Breed Turkey Poult Production Remains Ahead of 1959 ....April 23—p 4
Nation's Laying Flock to Decline Further ....April 2—p 51
Number of Turkeys Raised in 1959 Up 5% ....April 23—p 24
Pullorum Testing of Broiler Supply Layers Down 25%....April 30—p 20

PRICES:
Active Demand Ups Ingredient Market ....April 9—p 8
Ag Income Prospects Adjusted Upward; Better Prices Forecast ....April 2—p 1
Average Broiler Prices Higher During March ....April 9—p 4
Bulletins Tell Why Broiler Prices Fluctuate ....April 9—p 83
Commodity-Feed Price Ratios Rise ....April 16—p 88
Egg Prices Advance Sharply in Most Areas ....April 9—p 4
Egg Prices Irregular, Broiler Markets Mostly Firm....April 2—p 93
Hog, Lamb Price Rise Pointed Out ....April 16—p 36
Ingredient Prices Continue Advance ....April 2—p 7
Sees No Soybean Price Rise Soon ....April 9—p 82
Tentative Price Spread Conclusions ....April 2—p 76
Up Or Down ....April 2—p 54; April 9—p 52; April 16—p 92

PRICE SUPPORTS:
Three Million Pounds Lard Buy USDA's Last ....April 16—p 115

PRODUCTION & MILL OPERATIONS:
Dealer Increases Grinding and Mixing Income ....April 9—p 54
Efficiency, Modernization Are Keys for N. H. Plant....April 9—p 42
Efficient Feed Production Is Part of Operation in Idaho....April 23—p 18
Fat Handling in the Feed Mill ....April 2—p 66
Feed Manufacturing Cost Study Finished ....April 2—p 32
Local Mill Operator Works With Customers ....April 16—p 30
Modernized Mill Attracts New Customers ....April 30—p 18
New Bulk Facility Part of Improvement Program....April 30—p 54
New Mill Uses Punch Cards for Selecting and Weighing Ingredients ....April 9—p 26
Panel to Control Plant's Bulk Operation ....April 9—p 34
Pendleton Grain Growers Put New Mill Into Operation....April 2—p 44
School Principal Operates Custom Mill ....April 2—p 38

PROTEIN:
Informal Poultry Nutrition Conference ....April 30—p 10
Oregon Field Day ....April 16—p 102
Protein and Amino Acid Nutrition of Swine ....April 23—p 54

REGULATORY:
Agricultural Chemicals Symposium ....April 30—p 1
Animal Health Institute Meeting....April 9—p 6; April 23—p 1
California Hay, Grain & Feed Dealers Assn. Convention....April 30—p 1
Contract Feeds Exempt From Law ....April 9—p 7
Control Responsibility Aired ....April 9—p 1
Current Situation Under Additives Law Explained....April 2—p 6
Experts Discuss Role of Agricultural Chemicals ....April 9—p 10
FDA Echoes USDA's Apple Pomace Warning ....April 16—p 106
FDA Grants Some Chemicals Extensions ....April 16—p 4
FDA Preparing New Trace Mineral Proposal ....April 9—p 8
FDA Proposes New Labeling Regulation ....April 23—p 22
Feed Additives Council ....April 2—p 1
Feed Control Comment....April 2—p 82; April 16—p 70; April 30—p 40
Feed Production School, Inc. ....April 30—p 1
Functions of FDA, USDA Explained ....April 9—p 88
Industry Interest in Congressional Action on Additives....April 2—p 1
Kansas Grain & Feed Dealers Assn. Convention ....April 30—p 1
"Misuse" Is Problem, Says FDA Official ....April 16—p 57
National Institute of Animal Agriculture ....April 9—p 1
Northwest Group Gets Suggestions on Drug Problem....April 16—p 1
Scientists Air Varied Views on Cancer Clause ....April 9—p 1
USDA Warns Against Apple Pomace in Feeds ....April 9—p 4
Wanted: 'Sound Judgment, Facts' ....April 9—p 1
West Virginia Group Studies Uniform Law ....April 16—p 11
What's Ahead for Feed Additives? ....April 16—p 18
Wisconsin Studies Chemical Problem ....April 16—p 36
'Zero' Tolerance Panned ....April 9—p 1

RESEARCH:
Microbial Products in Animal Feeds ....April 23—p 38
Purdue Organizes Trace Level Research Institute....April 9—p 1
What's Ahead for Feed Additives? ....April 16—p 18

SERVICE:
Colorado Grain, Milling & Feed Dealers Convention....April 16—p 7
Opportunity to Help Farmer With Wet Corn Problem....April 16—p 6

SILAGE:
Oregon Field Day ....April 16—p 102

SOYBEANS:
Developing Unit to Process Soybeans ....April 16—p 57
'Slow Soybean Oil Trade Darkens U.S. Hopes for Expansion' ....April 2—p 1
Up Or Down ....April 9—p 52

SWINE FEEDING:
Virginia Feed Convention and Nutrition Conference ....April 9—p 23

TRANQUILIZERS:
Cows' Production Not Raised by Tranquilizer in S. D. Test ....April 2—p 38
Indiana Cattle Feeders Day ....April 23—p 10; April 30—p 6
Oregon Field Day ....April 16—p 102

TRANSPORTATION:
Delmarva Seeks New Waterway ....April 16—p 4

TURKEY FEEDING:
Clinic Speaker Suggests Separating Sexes ....April 30—p 66
Poults Prefer Mash at Start, G.L.F. Says ....April 2—p 79
Turkey Feeds of Tomorrow ....April 2—p 34

UNIONS:
Union Opens Office in N. J. Poultry Area ....April 23—p 1

UREA:
Indiana Cattle Feeders Day ....April 23—p 10

VITAMINS:
Informal Poultry Nutrition Conference ....April 30—p 10
More Light Shed on Shade Problem in Corn—Related to Nitrate-Vitamin A Problem ....April 16—p 40
Putting Research to Work ....April 2—p 58; April 9—p 22
A Puzzling Problem for Cattle Feeders ....April 23—p 58
Rutgers Poultry Nutrition Institute ....April 16—p 90

Slight Cattle Price Reduction Likely

WASHINGTON—The gain in cattle and calf supplies seems likely to bring some reduction in prices, but the declines are not expected to be large, the U.S. Department of Agriculture reports.

USDA also notes in a livestock and meat situation report that the impact will not be the same on all classes.

In view of the outlook for fed cattle marketings this spring, price prospects for fed cattle now appear to be less favorable than previously indicated, USDA says. Some small price declines are likely, somewhat like price trends during the past two years when choice slaughter steers declined $1.50-$2 cwt. from April to June. These declines will, of course, mean lower feeding profits and reduce the demand for replacement cattle, USDA notes.

However, the need for cattle to put on spring pastures will continue strong. Prices of these classes are probably near a seasonal high and should hold up well until marketings increase this summer.

Fed cattle marketings in the second half of 1960 will probably exceed last year by a considerable margin. Moreover, the probability of a sizeable gain in grass cattle slaughter points to poor prospects for late-summer recovery in fed cattle prices. More probable is a fairly stable price the last half of this year. Prices may continue below year-earlier levels though the difference late in the year will be less than it has been so far in 1960.

A favorable factor in the price outlook for beef is the prospect for a further strengthening in demand, USDA notes. Purchasing power per person has increased about 2% in the last year. Further increases are likely in view of the upward trends in employment and wage rates. Also declines in the output of pork will probably stimulate demand for beef.

The slaughter rate for cattle and calves thus far this year indicates that the buildup in cattle inventories during 1960 will be somewhat smaller than the 4.9 million head added during 1959. Heavy marketings of fed cattle, plus substantial imports of processing meats have kept prices below last year and the rate of expansion seems to be slowing.

J. O. Kumpe Appointed To Broiler Unit Post

RICHMOND, VA.—J. O. Kumpe, Sr., Bentonville, Ark., has been appointed manager of the midwestern region for the National Broiler Council, Frank Frazier, executive vice president, has announced.

A graduate of the University of Arkansas in 1933, Mr. Kumpe was formerly a marketing specialist, first with the Arkansas Agricultural Extension Service, and later with the U.S. Department of Agriculture. For the past 15 years he has managed a cooperative poultry processing plant in Bentonville. He served as president of the Arkansas Poultry Federation in 1956-57, and previously was president of the Southwestern Poultry Assn.

He assumed his duties May 1, and will have many of the responsibilities assigned to Max Bordner, Springfield, Mo., prior to his resignation last fall.

Dow Plans Zoamix Plant in Canada

SARNIA, ONT.—A plant to produce Zoamix will be built here by Dow Chemical of Canada, Ltd., it was announced May 11 by the company's president.

Zoamix is marketed as an additive to poultry feeds. It is used in these feeds as an aid in the prevention of coccidiosis. Dow introduced Zoamix in Canada in 1958.

Miles Chemical Makes Organization Changes

ELKHART, IND.—A major administrative and marketing realignment consolidating all phases of marketing and sales of Miles Chemical Co. under one head has been announced by H. F. Roderick, president of the firm.

W. J. Ferracone, formerly sales manager for Takamine Laboratory, has been named general sales manager of Miles Chemical. The present sales forces of Sumner Products and Takamine Laboratory will combine to become the basic sales force handling all Miles Chemical products, including citric acid, enzymes, dialdehyde starch and fine organic chemicals.

The unification of all components of sales and marketing into a single, larger entity will provide over-all strengthening in marketing, product development, research, sales and customer service, according to the firm.

Miles Chemical Co., division of Miles Laboratories, was formed in 1959 through the consolidation of Sumner Chemical Co., Zeeland, Mich., Takamine Laboratory, Clifton, N.J., and Citric Acid production in Elkhart. At that time, Mr. Roderick was named president, with administrative and marketing headquarters in Elkhart. Takamine Laboratory is a pioneer in the development of commercial enzymes.

FEED MILL OPENS

STATE CENTER, IOWA—Many farmers, livestock feeders and businessmen recently attended the grand opening and open house of the new Goodman Milling, Inc., feed mill here.

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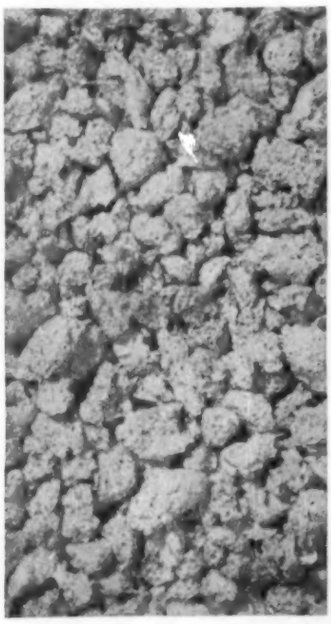

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FEEDSTUFFS
A WEEKLY NEWSPAPER
For the Feed Manufacturer, Feed Jobber
Feed Broker and Feed Dealer

Index for May, 1960

Vol. 32 Nos. 19-22

ADDITIVES:
Feed Additives and the Pioneers ....May 7—p 84
New England Dairy Feed Conference ....May 14—p 10

ALFALFA:
Nebraska Feeders Day Conference ....May 7—p 10
Putting Research to Work ....May 7—p 46

AMINO ACIDS:
American Association of Cereal Chemists ....May 28—p 88
Florida Tests Show Effects of Additives ....May 21—p 84
Method for Calculating the Methionine Requirement of the Laying Hen ....May 7—p 18
Missouri Spring Livestock Day ....May 7—p 124
Pfizer Research Conference ....May 14—p 6
Purdue Work With Urea, Lysine Cited ....May 7—p 173

ANTIBIOTICS:
FDA Gets Pfizer Antibiotic Petition ....May 21—p 92
FDA Regulation for Oleandomycin Issued ....May 7—p 8
Florida Tests Show Effects of Additives ....May 21—p 84
May Register Low Calcium Feeds to Potentiate Aureomycin ....May 28—p 6
Oklahoma Livestock Feeders Day ....May 21—p 45
Pfizer Research Conference ....May 14—p 6
Regulations Issued on Use of Low Calcium to Potentiate Aureomycin ....May 21—p 8
Silotracin Being Used as Additive ....May 28—p 22
Washington Beef Cattle Day ....May 14—p 10

ANTIOXIDANTS:
American Association of Cereal Chemists ....May 28—p 88
Seeks Santoquin OK for All Feeds ....May 21—p 8

ANTI-TRUST:
Rules Against Co-op in Anti-Trust Case ....May 21—p 73

ASSOCIATIONS:
American Association of Cereal Chemists (Feed Developments) ....May 28—p 88
American Feed Manufacturers Assn. (14 Firms Added) ....May 7—p 7
(Announces Agriculture Awards) ....May 21—p 7
(Attendance High; 1961 Dates Set) ....May 14—p 1
(Executive Traffic Head Reelected) ....May 14—p 7
(Examines Industry Role in Era of Change) ....May 14—p 1
(Farm Press, Radio-TV Awards) ....May 21—p 12
(Markets Offer Solution to Farm Problem) ....May 21—p 10
(New Chairman) ....May 14—p 1
(New Policy Goals Approved) ....May 14—p 7
(Nutrition Council Head) ....May 14—p 5
(Nutrition Research Plaques Presented) ....May 21—p 10
(Production School Plans Outlined) ....May 14—p 7
(Purchasing Agents' Head) ....May 14—p 7
(Purchasing Guide Progress Reported) ....May 21—p 8
(Seek Additive Law Changes) ....May 14—p 1
(Speaches Combine Inspiration and Advice) ....May 21—p 10
(Suggestions on Capital and Money Management) ....May 14—p 1
Association of American Feed Control Officials (Act on Feed Definitions) ....May 21—p 6
Buffalo Flour Club (Election of Officers) ....May 7—p 122
California Cattle Feeders Assn. (Using Chemicals Carefully Stressed) ....May 28—p 18
Cincinnati Feed Club (To Elect New Officers) ....May 7—p 6
Colorado Grain, Milling & Feed Dealers Assn. (Directors Elected) ....May 7—p 52
Denver Feed & Grain Club (New Head) ....May 21—p 14
Feed Production School (Plans Outlined at Meeting) ....May 14—p 7
Flour Mill & Grain Accountants Assn. (Meeting) ....May 14—p 36
Georgia Poultry Federation (New Director) ....May 21—p 110
Grain Processing Machinery Manufacturers Assn. (Plans Activities) ....May 14—p 6
Independent Grain Warehousemen's Assn. (May Form National Unit) ....May 14—p 11
Indianapolis Grain & Feed Club (Election of Officers) ....May 7—p 140
Memphis Feed & Grain Club (Elects Officers) ....May 28—p 92
Minneapolis Grain Shippers Assn. (President Elected) ....May 7—p 7
Missouri Grain & Feed Assn. (Election) ....May 28—p 6
(Topics of Convention) ....May 28—p 6
National Broiler Council (Appointment to Post) ....May 28—p 94
(Chick-n-Que Promotion With Corn Products Co.) ....May 21—p 14
(New Finance Plan Boosts Activity) ....May 28—p 4
(New Products Examined by Food Editors) ....May 21—p 109
National Cottonseed Products Assn. (To Head Group) ....May 28—p 12
National Council of Poultry Exchanges (Organized) ....May 21—p 103
New England Egg Producers Assn. (Units to Cooperate) ....May 14—p 29
N. H. Poultry Growers Assn. (Topics of Meeting) ....May 14—p 70
Northeastern Poultry Producers Council (Plan to Expand Poultry Market Through Export) ....May 14—p 10
(Brand Name Merchandising Envisaged) ....May 28—p 22
Northwest Feed Manufacturers Assn. (Railroads Seek Feed Business) ....May 14—p 23
Ontario Agricultural College (Results of Feed Mill Study Published) ....May 21—p 72
Panhandle Grain & Feed Dealers Assn. (Country Elevator Trade Must Reorient Itself to Agriculture) ....May 14—p 92
Poultry & Egg National Board (Advisory Unit Head Announced) ....May 28—p 30
(New England Branch Votes to Retain Advisory Unit) ....May 28—p 42
Poultry Breeders of America (Set Servicemen's Clinic) ....May 21—p 44
St. Louis Milling & Grain Club (Outdoor Meeting) ....May 14—p 29
S. C. Turkey Federation (Good Business Predicted) ....May 14—p 33
Southeastern Poultry & Egg Assn. (Turkey Promotion) ....May 7—p 56
Soybean Council of America, Inc. (New Member) ....May 21—p 6
Washington State Feed Assn. (Comments on Quality Control Need) ....May 14—p 24

ATOMIC ENERGY:
Fallout From Atomic Energy as Related to the Feed Industry ....May 7—p 158

AUTHORS:
Berg, Paul O.
Automation in the Feed Industry ....May 7—p 96
Bisson, F. C.
Hales & Hunter Saves $157,000 Annually Through Plant Improvement Program ....May 7—p 74
Brooks, Dr. C. C.
Feed, Fat and Swine ....May 14—p 50
Combs, Dr. Gerald F.
Maryland Broiler Trial ....May 21—p 18
Method for Calculating the Methionine Requirement of the Laying Hen ....May 7—p 18
Culbertson, Steele
Nutrition Symposium of National Fisheries Institute ....May 14—p 56
Johnson, Dr. Elton L.
Eggs, Cholesterol and Atherosclerosis ....May 28—p 10
Johnson, H. N.
Transportation Is Basic Consideration in Choosing Feed Plant Site ....May 7—p 78
Laurent, Dr. C. K.
The Growth of the South as a Poultry Competitor ....May 21—p 68
McNiece, Dewey
Contract Egg Farming in Georgia Undergoes Considerable Change ....May 7—p 116
Nelson, Al P.
Feed Firm's Grain Bank Plan Wins Regular Patronage ....May 7—p 40
Illinois Feed Firm Puts Out Weekly Bulletin ....May 14—p 100
Nicholson, J. L.
Maryland Broiler Trial ....May 21—p 18
O'Brien, A. J.
Money Management ....May 28—p 76
Patrick, Dr. Homer
Fallout From Atomic Energy as Related to the Feed Industry ....May 7—p 158
Ray, Oakley M.
Who Will Be the Feed Manufacturer of the Future? ....May 7—p 28
Ringuette, Adrian L.
Medicated Animal Feeds Under Food Additives Amendment—A Case Study ....May 21—p 30
Scott, Dr. M. L.
Feed Additives and the Pioneers ....May 7—p 84
Stratton, Charles L.
Feed Store's Egg Market Boosts Feed Volume ....May 21—p 42
Swedberg, J. I.
Mobile Mills Important Factors in Selling 'Livestock Production' ....May 28—p 32

BOARDS OF TRADE:
Buffalo Corn Exchange (New Head) ....May 7—p 4
Ft. Worth Grain Exchange (Reelects Officers) ....May 7—p 146

BREEDING:
First Calf Is Sired With Reconstituted Frozen-Dried Semen ....May 7—p 140

BROILER FEEDING:
Maryland Broiler Trial ....May 21—p 18

CALF FEEDING:
Research Tests Early Weaning for Calves ....May 7—p 44

CANADA:
Canadian Official ....May 14—p 29
Farm Unions Ask for Strict Quotas ....May 28—p 39
Feed Shipments in Canada Show Decline ....May 7—p 138
Livestock Growers in Canada Compete With U.S. Farmers ....May 21—p 82
Production of Eggs in Canada Increases ....May 28—p 39

CATTLE FEEDING:
'All-Concentrate' Cattle Feeding Grows in West ....May 28—p 1
Nebraska Feeders Day Conference ....May 7—p 10
Oklahoma Livestock Feeders Day ....May 21—p 45
Washington Beef Cattle Day ....May 14—p 10

CHEMOBIOTICS:
Washington Beef Cattle Day ....May 14—p 10

COCCIDIOSTATS:
Clearance Given to Dow Coccidiostat ....May 7—p 6
FDA Regulation on Zoalene Issued ....May 7—p 6
Merck Cites Work on New Coccidiostat ....May 7—p 179
Merck Petition for Coccidiostat Filed ....May 14—p 7

COMPANIES:
Albers Milling Co. (To Move L.A. Production) ....May 28—p 1
Amburgo Co. (Discuss 'Fidy' Plan at Sales Conference) ....May 7—p 128
(Scott's Talk at Meeting) ....May 7—p 95
American Cyanamid Co. (Head of Cyanamid Division) ....May 28—p 4
(May Register Low Calcium Feeds to Potentiate Aureomycin) ....May 28—p 6
(Names Head of Chemical Research) ....May 7—p 130
(Regulations Issued on Use of Low Calcium to Potentiate Aureomycin) ....May 21—p 8
Ames Reliable Products Co. (Appointments Set) ....May 28—p 7
Arbor Acres Farms, Inc. (Acquires Mt. Hope Farms) ....May 7—p 6
Archer-Daniels-Midland Co. (Chemical Center) ....May 21—p 4
(Financial Report) ....May 7—p 7
Atlanta Milling Co. (Adds to Sales Staff) ....May 21—p 105
Ayres, F. C., & Grain Co. (Purchased by Smoot Grain Co.) ....May 14—p 88
Baker, H. J., & Bro., Inc. (Joins Company) ....May 21—p 41
Battle Creek Dog Food Co. (Changes Hands) ....May 7—p 122
Beacon Milling Co. (Shows Research Facilities) ....May 14—p 30
Bin-Dicator Co. (Makes Price Reduction) ....May 28—p 30
Blatchford Calf Meal Co. (Adds Nutritionist) ....May 28—p 93
Borden Co. (Financial Report ....May 7—p 162
Borden Special Products Co. (Names Feed Supplement Distributor) ....May 28—p 6
Brinkley Dryer & Storage Co. (To Set Up Demonstration Farm—Construct Mill) ....May 28—p 6
Butler Manufacturing Co. (Adds Representative) ....May 28—p 22
(Joins Company) ....May 28—p 73
Cargill, Inc. (Plans Omaha Molasses Depot) ....May 14—p 101
Centennial Mills, Inc. (Merger With United Vote Set) ....May 21—p 75
Central Soya Co. (Promotion) ....May 28—p 78
(Vice President to Retire) ....May 28—p 84
Chickasha Cotton Oil Co. (Resignation) ....May 14—p 8
CIBA Pharmaceutical Products, Inc. (Reserpine Cleared for Poultry Feed) ....May 21—p 4
(Sponsors Conference) ....May 7—p 12
Ciba Pharmaceutical Works, Inc. (Announces Serpasil Availability) ....May 28—p 7
Colorado Milling & Elevator Co. (New Head) ....May 7—p 131
Constable Hatchery, Inc. (Purchased by Penobscot Poultry) ....May 14—p 72
Cooper, O. A., Co. (Building New Feed Mill) ....May 14—p 5
Cooperative G.L.F. Exchange, Inc. (Expands 'Share-the-Risk' Plan for Marketing Turkeys) ....May 28—p 30
Crittendon, K. S., Inc. (Borden's Feed Supplement Distributor) ....May 28—p 6
Daffin Manufacturing Co. (Hired) ....May 21—p 72
(To Be Set Up by Merger) ....May 28—p 7
Dakota Salt & Chemical Co. (New Salt Plant) ....May 14—p 16
Dannen Mills, Inc. (Assistant to President Named) ....May 21—p 111
(Plans Feedlot in Colorado) ....May 28—p 58
Dawe's Laboratories, Inc. (Appointment) ....May 28—p 84
Delaware Poultry Laboratories (Salesman Named) ....May 7—p 31
DK Manufacturing Co. (Buys Dunbar-Kapple, Inc.) ....May 7—p 48
Dodgen Industries (To Head New Division) ....May 7—p 6
Dorn & Mitchell Laboratories (Offers New Coccidiosis Vaccine) ....May 21—p 91
Doughboy Industries (Appointments Set) ....May 28—p 7
(Sets Up Operation to Handle Broiler Marketing) ....May 21—p 7
Dow Chemical Co. (Clearance Given to Coccidiostat) ....May 7—p 6
Drew, E. F., & Co. (Opens New California Operations) ....May 21—p 79
Dunbar-Kapple, Inc. (Purchased by DK Mfg. Co.) ....May 7—p 48
Essco Supply Co. (Named Buckeye Distributor) ....May 7—p 90
Fargo Foundry Co. (New Division Head Named) ....May 28—p 86
Farmers Elevator Co. (New Feed Mill in Minnesota) ....May 21—p 52
Fluidizer Co. (Sales Head Named) ....May 21—p 72
General Mills, Inc. (Executive Assigned New Duties) ....May 7—p 50
G.L.F. Exchange, Inc. (Foreign Feed Market Developed) ....May 7—p 171
(Holds Spring Feed Special) ....May 7—p 168
Gooch Co. (Stock Auction) ....May 21—p 70
Gooch Feed Mill (U.S. Court Upholds Iowa Foundation's Stilbestrol Patent) ....May 7—p 1
Grace, W. R., & Co. (Grace Chemical Div.—Joins Staff) ....May 14—p 72
Hales & Hunter (Saves Through Plant Improvement Program) ....May 7—p 74
Harshaw Chemical Co. (Cobalt Prices Reduced) ....May 28—p 8
Honeggers' & Co., Inc. (Featured on TV Film) ....May 7—p 8
Hope Feed Mills, Inc. (New Arkansas Plant) ....May 14—p 42
Hy-Line Poultry Farms (Name Service Director) ....May 28—p 30
International Minerals & Chemical Corp. (Appointment) ....May 7—p 6
International Stock Food Corp. (Promotion) ....May 28—p 70
Jacobson Machine Works, Inc. (50th Anniversary) ....May 7—p 14
(President Named) ....May 21—p 7
Jewell, J. D., Inc. (Board of Directors Reelected) ....May 28—p 7
June Dairy Products Co., Inc. (Begins Operation) ....May 28—p 62
Kauffman Feed Mill (Puts Out Weekly Bulletin) ....May 14—p 100
Keen Mfg. Co. (Names Sales Representative) ....May 28—p 62
Keeshin Poultry Co. (To Open in Arkansas) ....May 28—p 14
Kraft Bag Corp. (Sales Staff Appointments) ....May 28—p 74
Krob, F. J., & Co. (Grain Bank Plan Wins Regular Patronage) ....May 7—p 40
LeGear, Dr., Inc. (Sponsors Display Contest) ....May 7—p 145

Lexington Mill & Elevator Co. (Builds New Facilities)..May 28—p 7
Lilly, Eli, & Co. (Elanco Products Co., Inc., Div.—Names Market Research Manager) .....May 7—p 128
Lindsey Bros., Inc. (New Division Started) .....May 21—p 79
Linwood Stone Products Co. (Joins Firm) .....May 7—p 6
Madera Milling Co. (Plans Large Lamb Feedlot) .....May 28—p 6
Mandak Mobile Pellet Mills (New Mill Demonstrated)..May 7—p 172
Mennel Milling Co. (Joins Firm) .....May 28—p 4
Merck & Co., Inc. (Chemical Div.—Poultry Service Book Available) .....May 28—p 92
(Chemical Div.—Names Two Agricultural Salesmen)..May 28—p 84
(Cites Work on New Coccidiostat) .....May 7—p 179
(New Salesman) .....May 7—p 50
(Petition for Coccidiostat Filed) .....May 14—p 7
Meyer-Ellis Produce, Inc. (To Open in Memphis) .....May 21—p 73
Miles Chemical Co. (Makes Organization Changes) ....May 28—p 94
(Names Agents to Handle Enzymes) .....May 21—p 100
(Names Feed Enzyme) .....May 7—p 100
Monsanto Chemical Co. (Seeks Santoquin OK for All Feeds) .....May 21—p 8
Morrison-Quirk Grain Corp. (Buys 13,000 Acres in Kansas) .....May 7—p 82
Murphy Products Co. (Announces Mineral Product for Pig Anemia) .....May 7—p 82
Northern Neck Grain Cooperative (Builds New Feed Mill) .....May 21—p 92
Nulaid Farmers Assn. (Feed Sales Up) .....May 7—p 48
Nutrena Mills, Inc. (Buys Staley Formula Feed Business)..May 14—p 1
Peavey, F. H., & Co. (To Manage Peavey Feed Mills)..May 21—p 4
Penobscot Poultry Co. (Buys Constable Hatchery, Inc.)..May 14—p 72
Peterson Breeding Farm (Names Salesman) .....May 7—p 156
Pfizer, Chas., & Co., Inc. (FDA Gets Antibiotic Petition) .....May 21—p 92
(New Animal Science Developments Explored) .....May 14—p 6
(Plant Steroids to Boost Livestock Growth) .....May 14—p 1
(Scholarships Awarded) .....May 21—p 16
Pillsbury Co. (Feed Division—Announces Plant, Headquarters Changes) .....May 14—p 1
(To Close Kansas Feed Mill) .....May 14—p 6
Prater Pulverizer Co. (Contest Being Judged) .....May 21—p 111
(Names Representative) .....May 28—p 66
Productive Acres Mfg. Co. (Appoints Sales Representative) .....May 7—p 24
Protein Blenders, Inc. (Firm Elects Officers) .....May 7—p 82
Ralston Purina Co. (Announces Personnel Changes) ....May 7—p 172
(Buys Elevator in K.C., Leases Elevator in St. Louis)..May 28—p 1
(Sales Report) .....May 7—p 1
(To Expand Battle Creek Plant) .....May 7—p 80
Rath Packing Co. (To Dedicate New Feed Plant) .....May 21—p 1
Ripco Air Systems (New Sales Manager) .....May 7—p 106
(Picks Representatives) .....May 7—p 123
Rocky Mountain Phosphates, Inc. (In Production) .....May 7—p 178
St. Regis Paper Co. (Promotion) .....May 7—p 82
Salsbury's, Dr., Laboratories (Arkansas Meeting) ....May 7—p 178
Scott, Julian, Co. (Grain Merchandising Business) ....May 21—p 96
Seco, Inc. (Sales Report) .....May 28—p 78
Smoot Grain Co. (Buys F. C. Ayres Grain Co.) .....May 14—p 88
Southern Industries Corp. (Reelects Directors) .....May 7—p 77
Southern States Cooperative (Sets Reorganization) ....May 21—p 96
Spencer Kellogg & Sons Inc. (New Offices) .....May 28—p 12
Sprout, Waldron & Co., Inc. (New Cooker-Extruder Announced) .....May 21—p 8
Squealer Feed Co. (Buys Farm to Test Feed) .....May 28—p 7
Staley, A. E., Manufacturing Co. (Formula Feed Business Bought by Nutrena) .....May 14—p 1
(Reelects Officers, Directors) .....May 21—p 74
(Reports Gain in 'Sweetone' Output) .....May 28—p 92
Standard Brands, Inc. ('Fidy' Plan Discussed at Sales Conference) .....May 7—p 128
Superior Co. (Announces Portable Pelleter) .....May 7—p 16
Swift & Co. (New Beef Tenderizing Technique Found)..May 21—p 73
(To Build Mill in Illinois) .....May 7—p 1
Toronto Elevators, Ltd. (Drop in Feed Business) .....May 28—p 86
United Pacific Corp. (Merger Vote Set With Centennial) .....May 21—p 75
Warren, J. J., Co. (Promotion) .....May 21—p 75; May 28—p 57
Weitz-Hettelsater Engineers (Vice President Named)...May 14—p 24
Wells, Ralph, & Co. (Promotion) .....May 28—p 88
Wendover Specialties, Inc. (To Produce Salt, Mineral and Protein Blocks) .....May 7—p 52
Wenger Mixer Manufacturing Co. (Appointment) .....May 7—p 82
Western Condensing Co. (Promotion) .....May 7—p 77
Worley Mills, Inc. (Buys New Mexico Mill) .....May 14—p 16
Yieldmor Feeds, Inc. (Buys Maritime Plant) .....May 28—p 1

CONFERENCES:
Georgia Broiler Short Course .....May 28—p 16
Illinois Grain Dealers Management Conference.....May 28—p 47
Missouri Spring Livestock Day .....May 7—p 124
National Fisheries Institute Conference .....May 14—p 56
Nebraska Feeders Day Conference .....May 7—p 10
New England Dairy Feed Conference .....May 14—p 10
Oklahoma Livestock Feeders Day .....May 21—p 45
Pfizer Research Conference .....May 14—pp 1 & 6
U. of Minn. Institute of Agriculture Conference .....May 7—p 12
Washington Beef Cattle Day .....May 14—p 10

CONSTRUCTION:
Cooper, O. A., Co. (Cozad, Neb.) .....May 14—p 5
Northern Neck Grain Cooperative (Nomini Grove, Va.)..May 21—p 92
Rath Packing Co. (Waterloo, Iowa) .....May 21—p 1
Swift & Co. (Mendota, Ill.) .....May 7—p 1

CONSUMPTION & PRODUCTION:
Disappearance of Feedstuffs for First Half of Season Down .....May 21—p 20
Iowa Feed Sales Figures Reported .....May 28—p 93
North Dakota Feed Sales Set Record .....May 28—p 58

CORN:
Corn Problem Eases .....May 7—p 6
Once Too Wet, Corn Now Being Accepted for Government Seal .....May 14—p 97

CREDIT & FINANCING:
Banks Cut New Loans for Broilers in South.....May 7—p 4
'Cost of Credit Will Stay High' .....May 7—p 77
Details Given on Financing of Egg Producers by Bank..May 21—p 79
Feed Men Hear Suggestions on Capital and Money Management .....May 14—p 1
Missouri Grain & Feed Assn. .....May 28—p 6
Money Management .....May 28—p 76
Suggests Feed Men, Banks Work Together .....May 7—p 90

DAIRY FEEDING:
Florida Tests Show Effects of Additives .....May 21—p 84
New England Dairy Feed Conference .....May 14—p 10
Putting Research to Work .....May 14—p 86

DAIRY INDUSTRY:
Volume of Milk Sold, Dairy Cash Receipts May Hit High.May 7—p 48

DISASTER:
Ample Feed Supplies Cut Immediate Effect of Ohio Valley Drouth .....May 14—p 7

DISEASE:
Eggs, Cholesterol and Atherosclerosis .....May 28—p 10
Firm Offers New Coccidiosis Vaccine .....May 21—p 91
Georgia Broiler Short Course .....May 28—p 16
New England Dairy Feed Conference .....May 14—p 10
Pfizer Research Conference .....May 14—p 6
USDA and Industry to Study Techniques of Poultry Rejection .....May 7—p 1

EDUCATION:
Dr. C. D. Story Takes Colorado State Post.....May 28—p 82

EGGS:
Eggs, Cholesterol and Atherosclerosis .....May 28—p 10

ENERGY:
Feed, Fat and Swine .....May 14—p 50
Missouri Spring Livestock Day .....May 7—p 124
New England Dairy Feed Conference .....May 14—p 10
Pfizer Research Conference .....May 14—p 6

ENZYMES:
Miles Names Feed Enzyme 'Milezyme' .....May 7—p 167
Missouri Spring Livestock Day .....May 7—p 124
Nebraska Feeders Day Conference .....May 7—p 10
Oklahoma Livestock Feeders Day .....May 21—p 45
Washington Beef Cattle Day .....May 14—p 10

ETHANOL:
Study Indicates Ethanol Steps Up Cellulose Digestion...May 7—p 45

FEED BLOCKS:
Utah Firm to Produce Salt, Mineral, Protein Blocks....May 7—p 52

FEED INDUSTRY:
AFMA Examines Industry Role in Era of Change.....May 14—p 1
Illinois Grain Dealers Management Conference .....May 28—p 47
'Storage Rate Cut May Stimulate Feed Activity' .....May 7—p 1
USDA Study Compares Costs of Feed Manufacturing, Distributing Systems .....May 7—p 7
Who Will Be the Feed Manufacturer of the Future?....May 7—p 28

FEED SUPPLIES:
USDA Announces Record Supplies of Wheat and Feed Grains on Hand .....May 7—p 145
USDA Sees First Cut in High-Protein Feed Supply Per Animal Unit Since '54 .....May 28—p 4

FISH PRODUCTS:
February Fish Meal Production Off 13% .....May 14—p 48
National Fisheries Institute Conference .....May 14—p 56

FORAGE TESTING:
Washington Beef Cattle Day .....May 14—p 10

FREIGHT RATES:
June 14 Effective Date for Alfalfa Meal Rates.....May 14—p 100
Northwest Feed Manufacturers Assn. .....May 14—p 23

GOVERNMENT AID:
North Dakota to Get 'Emergency' Grain .....May 7—p 7

GRAIN BANK:
Feed Firm's Grain Bank Plan Wins Regular Patronage..May 7—p 40
Missouri Grain and Feed Assn. .....May 28—p 6

GRAIN DRYING:
Grain Drying With Solar-Heated Air Successful—USDA..May 7—p 107

GRAIN STORAGE:
Capital Comment .....May 28—p 8
CCC, Congressional Moves on Grain Storage Rapped..May 21—p 1
House Action Threatens to Give Priority to USDA Bins in Government Storage .....May 14—p 6
Missouri Grain & Feed Assn. .....May 28—p 6
New Schedule of Grain Storage Rates Announced by USDA .....May 7—p 4
Says Storage Rate Cut May Ruin Some Firms in Pacific N. W. .....May 21—p 41
Senate Bill Drops Yates Amendment Regarding Storage..May 28—p 7
'Storage Rate Cut May Stimulate Feed Activity' .....May 7—p 1
Trade and Senate Unit Debate Profit Question .....May 28—p 1
USDA Issues New Storage Rates, Terms .....May 7—p 1

HORMONES:
Missouri Spring Livestock Day .....May 7—p 124
Nebraska Feeders Day Conference .....May 7—p 10
Oklahoma Livestock Feeders Day .....May 21—p 45
Stilbestrol 'Acquitted' in Vitamin A Trial .....May 28—p 22
Tests Show Hormone Impairs Breeding Ability .....May 7—p 164
U.S. Court Upholds Iowa Foundation's Stilbestrol Patent.May 7—p 1
Washington Beef Cattle Day .....May 14—p 10

INTEGRATION & CONTRACT FARMING:
Contract Egg Farming in Georgia Undergoes Considerable Change .....May 7—p 116
Recent Changes in the Economic Structure of Growing Broilers .....May 28—p 84

KELP:
Washington Beef Cattle Day .....May 14—p 10

LEGISLATION:
Government Units Agree Delaney Clause Too Rigid....May 14—p 8
House Unit Farm Bill Analyzed; Passage of Measure Held Doubtful .....May 21—p 6
No Proposals Made to Implement Report on Delaney Clause .....May 28—p 1
Pfizer Research Conference .....May 14—p 6
Presidential Panel Report Seen as 'Turning Point' in Additive Problems .....May 21—p 1
Says Markets Offer Only Solution to Farm Problem....May 21—p 10
Text of Experts' Conclusions, Recommendations .....May 21—p 1
USDA Opposes Delaney Clause .....May 28—p 4

LIQUID FEED:
Missouri Spring Livestock Day .....May 7—p 124

LITERATURE:
Booklet on Turkey Feed Formulas Issued by Oklahoma..May 7—p 137
Book on Chemical Additives Labeled 'Blood-Thirsty'...May 14—p 96
Issues Booklet on Range Feeding .....May 7—p 123
Ohio State Issues Bulletin on Country Elevator Business..May 28—p 78
Poultry Service Book by Merck Available .....May 28—p 92
Revised Study Offered on Equipment Leasing.....May 21—p 80
'Turkey Fact Book' Is Now Available .....May 7—p 24

LIVESTOCK INDUSTRY:
Idaho Cattle Feeding Shows Rapid Growth .....May 14—p 48
Illinois Grain Dealers Management Conference .....May 28—p 47
Livestock Areas Change in Nation .....May 7—p 130
N. C. Official Advises Greater Use of State's Grain as Feed .....May 14—p 18
Washington Beef Cattle Day .....May 14—p 10

LIVESTOCK NUMBERS:
Arizona, California Cattle Report Issued .....May 21—p 20
Fall Pig Crop to Drop, But No Big Cut in Farrowings..May 28—p 12
Shipments of Cattle Into Corn Belt Down .....May 7—p 131
Shipments of Cattle Into North Central Down.....May 28—p 99
Up or Down .....May 28—p 66

MANAGEMENT-BUSINESS:
AFMA Speeches Combine Inspiration, Practical Advice..May 21—p 10
Feed Men Hear Suggestions on Capital and Money Management .....May 14—p 1
Here's a 17-Point Check List to Help Weak Management.May 21—p 71

MANAGEMENT—LIVESTOCK & POULTRY:
'Disease-Free' Pigs Move to Farms for Herd Development .....May 21—p 85
Egg Production Tied to Laying Interval in Alabama.....May 7—p 34
How Pigs Respond to Temperature .....May 7—p 148
Maryland Broiler Trial .....May 21—p 18
Meat-Type Hogs Gain Faster, Yield More Lean Cuts...May 21—p 58
New Hampshire Poultry Growers Assn. .....May 14—p 70
Pfizer Research Conference .....May 14—p 6
Producers Must Stress Efficiency, Quality to Preserve Family Farm Flocks .....May 7—p 122
Top Dairymen Boost Efficiency, Farm Size .....May 7—p 140

MARKETING:
AFMA Examines Industry Role in Era of Change.....May 14—p 1
Feed Store's Egg Market Boosts Feed Volume .....May 21—p 42
Georgia Broiler Short Course .....May 28—p 16
N. C. Producers Plan Funds for Promotion .....May 21—p 82
Northeastern Poultry Producers Council, Inc. .....May 28—p 22

MERCHANDISING:
Feed Store's Egg Market Boosts Feed Volume .....May 21—p 42
Illinois Feed Firm Puts Out Weekly Bulletin .....May 14—p 100
Mobile Mills Important Factors in Selling 'Livestock Production' .....May 28—p 32
Second Generation Leads Growth of Indiana Feed Store.May 28—p 56

MINERALS:
Cobalt Prices Reduced .....May 28—p 8
Washington Beef Cattle Day .....May 14—p 10

MOBILE MILLING:
Mobile Mills Important Factors in Selling 'Livestock Production' .....May 28—p 32

MOLASSES:
Buffalo Begins Receipt of Molasses From Cuba .....May 14—p 24
Feed and Industrial Molasses Imports Up .....May 28—p 101

(Turn to page 36)

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ON-FARM MIXING:
N. C. Reports Study of On-the-Farm Processing.....May 7—p 108

PALATABILITY:
Missouri Spring Livestock Day .....May 7—p 124

PASTURE:
Study Pasture as Replacement for Concentrates .....May 7—p 148

PATENTS:
Patents Issued by U.S. Patent Office .....May 14—p 68

PELLETING:
Calf Tests Compare Meal, Hay to Pellets .....May 21—p 67
Missouri Spring Livestock Day .....May 7—p 124
Nebraska Feeders Day Conference .....May 7—p 10
New Mobile Pellet Mill Demonstrated .....May 7—p 172
Oklahoma Livestock Feeders Day .....May 21—p 45
Superior Announces Portable Pelleter .....May 7—p 16

POULTRY FEEDING:
Adjustment of Characteristics of Eggs May Up Nutritional Value, Scientist Says .....May 7—p 114
Method for Calculating the Methionine Requirement of the Laying Hen .....May 7—p 18
Poultry Nutrition Findings Reported at S. D. .....May 7—p 123

POULTRY INDUSTRY:
Broiler Producers Avoiding Contracts .....May 28—p 34
Delmarva Promotion Fund Drive Underway .....May 7—p 56
Georgia Broiler Short Course .....May 28—p 16
Goals of New Alabama Broiler Group: Contract Negotiating, Co-op Buying .....May 28—p 24
Growth of the South as a Poultry Competitor.....May 21—p 68
Iowa, California Egg Operations Compared.....May 14—p 90
New Controls Set on Water Absorption in Poultry Processing .....May 7—p 6
New Hampshire Poultry Growers Assn. .....May 14—p 70
Northeastern Poultry Producers Council .....May 14—p 10
Recent Changes in the Economic Structure of Growing Broilers .....May 28—p 84
Teamsters Say Help for Poultrymen Depends Upon Anti-Trust Law Change .....May 14—p 8
USDA and Industry to Study Techniques of Poultry Rejection .....May 7—p 1
USDA Notes $444 Million Decline in Egg, Chicken, Poultry Gross Income .....May 7—p 173
Wage-Hour Decision Sets Precedent for Poultry Industry .....May 28—p 7

POULTRY NUMBERS:
Birds in Laying Flocks Down .....May 21—p 72
Broiler Breeders Cut Chick Placements .....May 21—p 6
Broiler Records Continue: Georgia Tops 11 Million Set...May 14—p 8
Chick Production Expanding in Response to Egg Prices..May 21—p 1
Pullorum Testings of Broiler Birds Down .....May 28—p 82
Turkeymen Growing More Heavy Birds; Total Hatch Up 5% .....May 21—p 1
USDA Sees 20% Cut in Egg-Type Chicks for First Half of Year .....May 28—p 1
Warns Against Another Broiler Surplus .....May 7—p 7

PRICES:
April Commodity-Feed Price Ratios Better for U.S. Farmer .....May 7—p 8
Agriculture Outlook Brighter Than Last Fall, Says USDA.May 7—p 50
Company Executive Sees Better Days Ahead for Soybean Processing Industry .....May 21—p 25
Egg Cost Per Dozen Estimated in Table .....May 28—p 78
Hog Prices Highest Since June, 1959 .....May 21—p 1
Outlook Reported Bright During 1960 for Nation's Farms .....May 7—p 90
Slight Cattle Price Reduction Likely .....May 28—p 94
Up or Down .....May 21—p 96; May 28—p 46
USDA Notes $444 Million Decline in Egg, Chicken, Poultry Gross Income .....May 7—p 173

PRICE SUPPORTS:
County Support Rates Set by USDA for Oats .....May 7—p 128
443 Million Bushels 1959 Corn Under Support .....May 7—p 138
Support Rates on Sorghum, Flaxseed Announced by USDA .....May 28—p 95
USDA Announces Barley Price Supports .....May 21—p 91
USDA Suspends Dried Egg Buying .....May 28—p 6

PRODUCTION & MILL OPERATIONS:
Automation in the Feed Industry .....May 7—p 96
Feed Firm's Grain Bank Plan Wins Regular Patronage..May 7—p 40
Hales & Hunter Saves $157,000 Annually Through Plant Improvement Program .....May 7—p 74
Illinois Feed Firm Puts Out Weekly Bulletin .....May 14—p 100
New Arkansas Plant Specializes in Efficient Output of Poultry Feed .....May 14—p 42
Newly Built Minnesota Feed Mill 'Tailored' to Fit Customers' Needs .....May 21—p 52
Second Generation Leads Growth of Indiana Feed Store.May 28—p 56
Transportation Is Basic Consideration in Choosing Feed Plant Site .....May 7—p 78

PROTEIN:
American Association of Cereal Chemists .....May 28—p 88
Maryland Broiler Trial .....May 21—p 18
Method for Calculating the Methionine Requirement of the Laying Hen .....May 7—p 18
Missouri Spring Livestock Day .....May 7—p 124
Oklahoma Livestock Feeders Day .....May 21—p 45
Pfizer Research Conference .....May 14—p 6

PURCHASING:
Purchasing Guide Progress Reported by AFMA Group..May 21—p 8

QUALITY CONTROL:
Washington State Feed Assn. .....May 14—p 24

REGULATORY:
Control Officials Act on Feed Definitions at Spring Meeting .....May 21—p 6
Dairy Feed Residue California Problem .....May 28—p 27
FDA Inspectors' Comments on Medicated Feeds .....May 21—p 54
FDA Regulation for Oleandomycin Issued .....May 7—p 8
FDA Regulation on Zoalene Issued .....May 7—p 6
Feed Additives and the Pioneers .....May 7—p 84
Feed Control Comment .....May 14—p 34; May 28—p 20
Georgia Processors Back Pit Regulation .....May 28—p 7
Government Units Agree Delaney Clause Too Rigid ...May 14—p 8
Medicated Animal Feeds Under Food Additives Amendment—A Case Study .....May 21—p 30
Missouri Grain & Feed Assn. .....May 28—p 6
New Controls Set on Water Absorption in Poultry Processing .....May 7—p 6
No Proposals Made to Implement Report on Delaney Clause .....May 28—p 1
Presidential Panel Report Seen as 'Turning Point' in Additive Problems .....May 21—p 1
Putting Research to Work .....May 28—p 42
Regulations Issued on Use of Low Calcium to Potentiate Aureomycin .....May 21—p 8
Reserpine Cleared for Poultry Feed .....May 21—p 4
Seek Additive Law Changes .....May 14—p 1
Seeks Santoquin OK for All Feeds .....May 21—p 8
Text of Experts' Conclusions, Recommendations .....May 21—p 1
USDA Opposes Delaney Clause .....May 28—p 4

RESEARCH:
Beacon Milling Shows Research Facilities, Describes Procedures .....May 14—p 30
Feed Additives and the Pioneers .....May 7—p 84
USDA Asks Additional Residue Study Funds .....May 7—p 90

SERVICE:
Feed Company Field Serviceman Reports on New Sales Trend .....May 7—p 162

SHEEP FEEDING:
Corn Cob-Fed Ewes Keep Weight, Bloom .....May 21—p 47

SOYBEANS:
Arkansas Tests Unextracted, Cooked Soybeans for Swine .....May 14—p 96

STEROIDS:
Pfizer Conference .....May 14—p 1

SWINE FEEDING:
Feed, Fat and Swine .....May 14—p 58
Illinois Grain Dealers Management Conference .....May 28—p 47
Oklahoma Livestock Feeders Day .....May 21—p 45

TAPAZOLE:
Washington Beef Cattle Day .....May 14—p 10

TRANQUILIZERS:
Ciba Announces Serpasil Availability .....May 28—p 7
Nebraska Feeders Day Conference .....May 7—p 10
Reserpine Cleared for Poultry Feed .....May 21—p 4
U. of Minn. Institute of Agriculture Conference .....May 7—p 12
Washington Beef Cattle Day .....May 14—p 10

TRANSPORTATION:
Feed Movement Problem Hits Arkansas .....May 28—p 7
Transportation Is Basic Consideration in Choosing Feed Plant Site .....May 7—p 78

TURKEY FEEDING:
Booklet on Turkey Feed Formulas Issued by Oklahoma..May 7—p 137

UREA:
Oklahoma Livestock Feeders Day .....May 21—p 45
Purdue Work With Urea, Lysine Cited .....May 7—p 173

VITAMINS:
American Association of Cereal Chemists .....May 28—p 88
Maryland Broiler Trial .....May 21—p 18
Stilbestrol 'Acquitted' in Vitamin A Trial .....May 28—p 22

WAFERING:
USDA Gives Wafer Making Procedure .....May 7—p 164

Kansas Study Shows Trace Minerals Help Cut Cattle Shrinkage

MANHATTAN, KANSAS — Research at Kansas State University indicates that trace minerals in a ration can significantly affect the amount of shrink that occurs when cattle are shipped to market.

Most satisfactory results in cutting down shrinkage through the use of trace minerals has been noticed with corn rations. Tests are not complete yet, but it appears that results with grain sorghum rations are inconsistent. And experiments with cattle on pasture have not shown that trace mineral supplementation increases gain.

Test Conditions

Twenty-four Hereford steers averaging 550 lb. were wintered at Manhattan from November, 1957, to May, 1958. Then, the cattle were divided into two groups.

One group received a mixture of plain salt and bonemeal while the second group had access to a mixture of trace mineral salt and bonemeal. The cattle remained on adjoining pastures until the summer of 1959. During the winter periods, each steer received 1.5 lb. of soybean oil meal per day. Native hay was fed when snow covered the pastures.

In 1959, the two groups of steers were weighed off pasture and hauled directly to Manhattan, located 134 miles away. Here is how the shrinkage compared with the two groups:

The control steers showed an average shrink of 47.5 lb., or 5.3%, during the trip. The steers receiving trace mineral salt showed an average shrink of 25.8 lb., or 2.9%.

During the following week, the control calves showed a further loss of 16 lb. each, while those receiving trace mineral salt lost only an average of 11 lb. each.

There was no significant difference in gains between the two groups during the finishing period, the investigators report.

Shrink Measured Again

Then, shrink was measured again when the cattle were shipped to a market 125 miles away. The control calves showed an average shrink of 65 lb., or 5.7%, and the animals receiving trace minerals recorded an average shrink of only 54 lb., or 4.5%.

The finishing period for this group of steers lasted 90 days. During this time, the control lot received plain salt and a plain salt-bonemeal mixture, while the test lot was given a trace mineral salt and also a trace mineral salt-bonemeal mixture. The ration included ground corn, prairie hay, and 1 lb. of soybean meal per head daily. Each pound of soybean meal contained 10 mg. of diethylstilbestrol. After 3 weeks, corn and prairie hay were available on a free-choice basis.

While the animals were on pasture, no significant differences in gain were noticed between the two lots.

A summary of the over-all gains from May, 1958, to November, 1959, shows that calves receiving trace mineral salt averaged 56 lb. heavier than control calves at the end of the period. However, the great difference between gains of individuals within each group causes one to question the validity of the average figures, say the researchers.

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Broadview Hotel, Wichita; sec., Harry J. Reed, Box 663, Manhattan.

Nov. 2-3—Illinois Feed Assn.-Illinois Poultry & Hatchery Federation, mory, Springfield; sec., IFA, Dean M. Clark, 141 W. Jackson Blvd., Chicago 4; sec., IPHF, Aubrey Harless, Shelbyville, Ill.

Nov. 3—South Dakota Swine Research Day; South Dakota State College, Brookings.

Nov. 3-4 — Cornell Nutrition Conference; Hotel Statler, Buffalo, N.Y.; chm., Dr. H. H. Williams, Biochemistry and Nutrition Dept., Savage Hall, Cornell University, Ithaca, N.Y.

Nov. 9-12 — National Renderers Assn.; Statler-Hilton Hotel, Dallas, Texas; sec., Miss Jamie Fox, 30 N. LaSalle St., Chicago, Ill.

Nov. 14-15 — Washington Animal Industry Conference; Skagit Valley College, Mount Vernon, Wash.; John G. Wilson, mgr., Washington State Feed Assn., 814 Second Ave. Bldg., Seattle 4.

Nov. 16-17—Missouri Poultry Improvement Assn.; Hotel Continental, Kansas City; sec., E. M. Funk, Columbia, Missouri.

Nov. 16-18—Florida Nutrition Conference; University of Florida, Gainesville; chm., Dr. J. P. Feaster, Animal Husbandry and Nutrition Dept.

Nov. 25-26 — American Society of Animal Production; Hotel Sherman, Chicago, Ill.; sec., Clair E. Terrill, Animal Husbandry Research Division, Agricultural Research Center Beltsville, Md.

Dec. 1-2—North Carolina Animal Nutrition Conference; North Carolina State College, Raleigh; chm., Dr. J W. Kelly, Poultry Science Dept.; co-sponsored by North Carolina Feed Manufacturers Assn., sec., McNair Evans, Box 44, Mocksville.

Dec. 12-13 — Midwest Veterinary Nutrition Conference; Continental Hotel, Kansas City; Lloyd Larson, Midwest Feed Manufacturers Assn., 20 W. 9th St. Bldg., Kansas City 5, Mo.

Dec. 13-15 — Minnesota Poultry Hatchery Assn.; Hotel Radisson, Minneapolis, Minn.; sec., L. L. Baumgartner, Litchfield, Minn

1961

Jan. 4-6—National Turkey Federation; Conrad Hilton Hotel, Chicago, Ill.; sec., M. C. Small, P.O. Box 69, Mt. Morris, Ill.

Jan. 12-13—Michigan Feed & Grain Dealers Assn.; Michigan State University, Kellogg Center; sec., Nevel Pearson, P.O. Box 472, East Lansing.

Jan. 15-17—Indiana Grain and Feed Dealers Assn.; Claypool Hotel, Indianapolis; sec., Fred K. Sale, 600 Board of Trade Bldg., Indianapolis 4.

Jan. 16-17—Northwest Retail Feed Assn.; Hotel Pick-Nicollet, Minneapolis; sec., W. D. Flemming, 112 Grain Exchange Bldg., Minneapolis, Minn.

Jan. 23-25—Farmers Grain Dealers Assn.; Civic Memorial Auditorium, Fargo, N.D.; sec., Lloyd C. Hanson, 513 Black Bldg., Fargo.

Jan. 27 — Missouri Turkey Day; University of Missouri, Columbia; E. M. Funk, sec., Missouri Poultry Improvement Assn., Poultry Bldg., Box 568, Columbia.

Jan. 31-Feb. 1 — Hoosier Turkey Trot; Purdue Memorial Union, Purdue University, Lafayette, Ind.; John N. Howell, Turkey Department, Indiana State Poultry Assn., Poultry Bldg., Purdue University.

Feb. 2-3—Oregon Animal Nutrition Conference; Withycomb Hall, Oregon State College, Corvallis.

Feb. 3-4—Minnesota Turkey Growers Assn., Leamington Hotel, Minneapolis; sec., Roy Munson, 2200 University Ave., St. Paul, Minn.

Feb. 6-7—Montana Nutrition Conference; Montana State College, Bozeman; chm., Dr. O. O. Thomas, Animal Industry and Range Management Dept.

Feb. 7-10—American Dehydrators Assn.; Jung Hotel, New Orleans, La.; executive vice president, Joseph Chrisman, 430 Board of Trade Bldg., Kansas City 5, Mo.

Feb. 8-9—Pacific Northwest Feed Mill Production School; Hotel Leopold, Bellingham, Wash.; sponsored by Washington State Feed Assn.; mgr., John G. Wilson, 814 Second Ave. Bldg., Seattle 4.

Feb. 10 — Washington State Feed Assn., annual convention; Hotel Leopold, Bellingham, Wash.; mgr., John G. Wilson, 814 Second Ave. Bldg., Seattle 4.

Feb. 10-11—Poultry Fact Finding Conference; sponsored by Institute of American Poultry Industries; pres., Harold M. Williams, 59 E. Madison, Chicago 2.

Feb. 19-21—Midwest Feed Manufacturers Assn.; Hotel Muehlebach, Kansas City, Mo.; executive vice president, Lloyd S. Larson, 20 W. 9th St. Bldg., Kansas City 5, Mo.

Feb. 19-21 — Ohio Grain & Feed Dealers Assn.; Neil House, Columbus; sec., George G. Greenleaf, 5625 N. High St., P.O. Box 121, Worthington.

March 16-17—Oregon Feed & Seed Dealers Assn.; Sheraton-Portland Hotel, Portland; mgr., Russ Hays, 702 Lewis Bldg., Portland 4.

March 20-24—Grain & Feed Dealers National Assn.; Washington, D.C.; sec., Herbert L. Sharp, 400 Folger Bldg., Washington 5, D.C.

April 10-12—Poultry and Egg National Board; Sheraton Towers Hotel, Chicago, Ill.; mgr., Lloyd H. Geil, 8 S. Michigan Ave., Chicago 3.

April 27-29—Kansas Grain & Feed Dealers Assn.; Broadview Hotel, Wichita; sec., Orris E. Case, 609 Wiley Bldg., Hutchinson.

April 23-28—Grain Elevator & Processing Supterintendents; Baker Hotel, Hutchinson, Kansas; sec., Dean M. Clark, 1115 Board of Trade Bldg., Chicago 4, Ill.

May 7-10—American Feed Manufacturers Assn. Convention and National Feed Show; Conrad Hilton Hotel, Chicago, Ill.; sec., W. T. Diamond, 53 West Jackson Blvd., Chicago 4.

Oct. 22-24—Midwest Nutrition Conference; Hotel Muehlebach, Kansas City, Mo.; sponsored by Midwest Feed Manufacturers Assn.; executive vice president, Lloyd S. Larson, 20 W. 9th St. Bldg., Kansas City 5, Mo.

1962

Aug. 13-18—12th World's Poultry Congress; Show Grounds of the New South Wales Royal Agricultural Society, Sydney, Australia; Dr. Cliff D. Carpenter, chairman, U.S. Participation Committee, 1207 Emerald Bay, Laguna Beach, Cal.; Dr. A. William Jasper, secretary, c/o AFBF, 2300 Merchandise Mart, Chicago 54, Ill.

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Index for June, 1960

Vol. 32 **Nos. 23-26**

ADDITIVES:
Chemical Additives Vital to Poultry Industry .....June 4—p 84

ALFALFA:
Colorado Studies Alfalfa in Pig Rations .....June 11—p 16
Dehy Production, Disappearance High .....June 4—p 58

AMINO ACIDS:
High Protein-Urea Supplements With and Without Lysine for Fattening Steer Calves .....June 11—p 55
Protein and Amino Acid Nutrition of Turkeys .....June 4—p 46

ANTIBIOTICS:
Antibiotic Combination Improves Calf Growth .....June 25—p 10
Idaho Manufacturer Tells of Sheep Rations .....June 18—p 90
Iowa Cattle Feeders Day .....June 25—p 1
Kansas Livestock Feeders Day .....June 11—p 32
New Antibiotic Boosts Calf Gain .....June 25—p 6
Putting Research to Work .....June 18—p 70
Results of Test With Aureomycin .....June 18—p 41

ARSENICALS:
Abbott Outlines Arsenical Developments .....June 25—p 7
Animal Health Institute .....June 18—p 4

ASSOCIATIONS:
Alabama Poultry Industry Assn. (Meeting) .....June 25—p 8
American Feed Manufacturers Assn. (Award) .....June 25—p 4
Animal Health Institute (Studying Arsenicals) .....June 18—p 4
Arkansas Poultry Federation (Festival Planned) .....June 18—p 7
Central Retail Feed Assn. (Meeting) .....June 11—pp 1, 6
Colorado Grain, Milling & Feed Dealers Assn. (Secretary) .....June 11—p 4
Eastern Federation of Feed Merchants (Meeting, Officers) .....June 18—p 1
(Poultry Industry Trends) .....June 25—p 1
Grain & Feed Dealers National Assn. (Booklet) .....June 18—p 6
Granite Grit Institute (Bibliography) .....June 18—p 35
Indiana Grain & Feed Dealers Assn. (Meeting) .....June 25—p 4
Indian Jute Mills Assn. (Joins Burlap Council) .....June 18—p 53
(Jute Problem) .....June 11—p 4
Institute of American Poultry Industries (Appointment) ..June 18—p 82
Kansas Poultry Assn. (Objects to "Loss Leaders") ...June 18—p 74
Manufacturing Chemists Assn. (Officers) .....June 25—p 81
National Broiler Council (New Finance Plan) .....June 11—p 56
National Cottonseed Products Assn., Inc. (Meeting)...June 11—p 79
National Feed Ingredients Assn. (Appointment) .....June 11—p 4
Northeastern Poultry Producers Council (Training) ...June 18—p 30
Ontario Retail Feed Dealers Assn. (Sponsors School) ..June 18—p 10
Oregon Feed & Seed Dealers Assn. (Committee Chairmen) .....June 11—p 93
Pacific Northwest Grain Dealers Assn. (Officers) ....June 18—p 8
U.S. Feed Grains Council (Market Goals) .....June 18—p 1
Washington State Feed Assn. (To Sponsor School)...June 11—p 4

AUTHORS:
Beeson, W. M.
High Protein-Urea Supplements With and Without Lysine for Fattening Steer Calves .....June 11—p 55
Brensike, Dr. V. John
The Competitive Position of Small Commercial Feed Mills .....June 18—p 92
Carpenter, Dr. Cliff D.
Marketing Trends Affecting Future Egg Marketing Programs .....June 18—p 42
Creek, Dr. R. D.
Methods for Calculating Amount of Corn, Soybean Meal Needed to Obtain Specific C:P or Amino Acid Ratios .....June 11—p 18
Substitution Equivalents to Maintain C:P Balance ...June 18—p 34
Grasse, C. E.
Financial Planning as Essential for Better Profits....June 18—p 100
Griffin, E. D.
Credit as a Sales Tool .....June 18—p 62
Kohls, Dr. R. L.
How Farmers Shop for Feed .....June 11—p 80
What Farmers Think of Their Feed Dealers .....June 18—p 18
Why Farmers Select a Particular Feed Dealer.....June 25—p 70
Krueckeberg, H. F. (see Kohls, Dr. R. L.)
McCoy, B. C.
Price Trends of Wheat Millfeeds .....June 11—p 44
Mohler, M. T.
High Protein-Urea Supplements With and Without Lysine for Fattening Steer Calves .....June 11—p 55
Nelson, Al P.
Effective Techniques Used by Field Salesmen.....June 25—p 58
Feeding Records Help Mill Operator Sell Feed ....June 4—p 66
Feed Mill Owner Participates in Egg Marketing Program .....June 18—p 50
New Equipment Doubles Custom Mix Volume .....June 11—p 28
Perry, T. W. (see Mohler, M. T.)
Ronning, Dr. Magnar
Pelleted Hay for Dairy Cattle .....June 4—p 38
Snyder, Dr. J. M.
Trouble-Shooting .....June 25—p 42
Stratton, Charles
Firm's Meeting Room Pays Off .....June 11—p 36
Turkey Program Boosts Feed Mill Volume .....June 18—p 26
Thompson, L. E.
Processing of Feeds Before Pelleting .....June 4—p 86
Wagner, Rex A.
Operating a Pellet Mill .....June 25—p 26
Waibel, Dr. Paul
Protein and Amino Acid Nutrition of Turkeys .....June 4—p 46
Wilhelm, Dr. L. A.
A New Look . . . at the Broiler Business .....June 4—p 30

BOARDS OF TRADE:
San Francisco Grain Exchange (Officers) .....June 18—p 46
Stockton Grain Exchange (Manager) .....June 4—p 6

CANADA:
Shipments of Feed in Canada Hit Peak .....June 18—p 112

CATTLE FEEDING:
Florida Beef Cattle Short Course .....June 4—p 62
High Protein-Urea Supplements With and Without Lysine for Fattening Steer Calves .....June 11—p 55
Iowa Cattle Feeders Day .....June 25—p 1
Iowa Study Shows Stilbestrol Implants for Calves Speed Growth Before Weaning .....June 18—p 105
Kansas Livestock Feeders Day .....June 11—p 32
Ohio Beef Cattle Day .....June 11—p 10
Oregon Beef Cattle Day .....June 4—p 10
Ranchers Like Creep Feeding Range Calves .....June 18—p 74
Says He Would Fatten, Slaughter Calves as Bulls.....June 11—p 90

CHEMOBIOTICS:
Merck to Market Armour Dynafac .....June 18—p 4

COCCIDIOSTATS:
New Coccidiosis Drug Developed .....June 18—p 8
New Dow Section Marketing Zoamix .....June 4—p 6
Merck Describes New Coccidiostat .....June 25—p 10

COMPANIES:
Abbott Laboratories (Arsenical Developments) .....June 25—p 7
Albers Milling Co. (Appointment) .....June 4—p 6
Al-Fa Meal Co. (Three Dehy Firms Form Sales Co.)...June 25—p 10
Allied Chemical (Nitrogen Division—Urea Price Basis Change) .....June 25—p 16
Allied Mills (New Layer House in Texas).....June 18—p 105
American Cyanamid Co. (Promotion) .....June 18—p 8
(Sales Manager) .....June 25—p 7
Anderson Grain Co. (New Feed Mixing Plant).....June 18—p 91
Aries Associates (Coccidiosis Drug) .....June 18—p 8
Arizona Flour Mills (Changes Name) .....June 11—p 8
Bartlett & Snow, C. O., Co. (Appointment) .....June 18—p 91
Bates Grain Co. (Vice President) .....June 4—p 7
California Mill Equipment Co. (Representative Named)..June 18—p 8
Cargill, Inc. (Personnel Changes) .....June 25—p 81
Central Soya Co. (Sales Report) .....June 25—p 1
Century Chemical Corp. (Appointments) .....June 4—p 42
(Sales Office Opened) .....June 11—p 41
Consumers Cooperative Assn. (Buys Mill) .....June 11—p 99
Cyclo Manufacturing Co. ("Merry-Go-Round") .....June 18—p 6
Dehy Alfalfa Mills, Inc. (Three Dehy Firms Form Sales Co.) .....June 25—p 10
Dorn & Mitchell Laboratories (Vaccine Plant to Open)..June 25—p 16
Doughboy Industries (Appointment) .....June 18—p 106
(Hosts Dealers of Purchased Co.) .....June 4—p 36
Dow Chemical Co. (Marketing Zoamix) .....June 4—p 6
(Seeks Clearance on Ronnel) .....June 11—p 4
East Chilliwack Fruit Growers Co-op Assn. (Building Mill) .....June 18—p 95
Eastman Kodak Co. (DPI Division Moves New York Office) .....June 4—p 14
Farmers Union Grain Terminal Assn. (N.D. Expansion)..June 11—p 8
Gaddis Bros. Manufacturing Co., Inc. (Distributors)...June 4—p 42
Gaddis Feed Mill (New Mill) .....June 25—p 1
Gaines Dog Research Center (Dedicated) .....June 18—p 99
General Mills, Inc. (Sales Report) .....June 25—p 1
(Vice President) .....June 4—p 8
Georgetown Feed Mill (Feeding Records) .....June 4—p 66
Gerber Sheet Metal, Inc. (Buys Ventilator Firm) .....June 25—p 93
Ghostley Poultry Farms (Expands to European Market)..June 11—p 95
Gilman Paper Co. (Staff Changes) .....June 11—p 58
Hardy Salt Co. (Sales Representative) .....June 18—p 106
Helm Manufacturing Co. (Appointment) .....June 11—p 76
Hess & Clark, Inc. (Color Film) .....June 25—p 10
(Promotion) .....June 25—p 6
Heterochemical Corp. (Vitamin K Tests) .....June 25—p 14
Higgins, F. J., Milling Co. (Three Dehy Firms Form Sales Co.) .....June 25—p 10
Inter-County Farmers Cooperative Assn. (Rise in Feed, Egg Volume) .....June 18—p 60
International Paper Co. (Promotion) .....June 4—p 84
Iowa Soya Co. (To Handle Oyster Shell) .....June 18—p 68
Jacobson Machine Works, Inc. (Representative) .....June 18—p 8
Kent Feeds, Inc. (Line of Dog Food) .....June 25—p 82
Lake Milling Co., Inc. (Appointment) .....June 4—p 24
Lilly, Eli, & Co. (Appointment) .....June 4—p 105
Lone Star Robin Hood Egg Co. (Cellophane-Wrapped Carton) .....June 25—p 80
Master Feed & Seed Co. (Open House) .....June 18—p 4
Merck & Co. (Coccidiostat Data) .....June 11—p 4
(New Coccidiostat) .....June 25—p 10
(To Market Armour Dynafac) .....June 18—p 4
Mid-America Milling Co. ($3 Million Hog Operation)..June 4—p 1
Miles Chemical Co. (Milozyme Cleared for Feed) ....June 11—p 8
(Sales Agents) .....June 11—p 16
Montana Flour Mills Co. (Building Permit).....June 18—p 96
Morton Salt Co. (Promotion) .....June 18—p 53
Northwest Nitro-Chemicals, Ltd. (Officer) .....June 4—p 8
Nutrena Feeds (Appointment) .....June 11—p 4
(Signs Staley Dealers, Salesmen) .....June 4—p 7
Ohio Farmers Grain & Supply Assn. (Pelleted Sheep Feed) .....June 25—p 24
Painter Poultry Co. (Opens) .....June 18—p 82
Peavey, F. H., & Co. (Appointments) .....June 4—p 4
(New Broiler Program) .....June 4—p 1
Penick, S. B., & Co. (St. Louis Office) .....June 4—p 99
Pfizer, Chas., & Co., Inc. (Health Products Self-Service Displays) .....June 18—p 6
Prater Pulverizer Co. (Contest Judges) .....June 18—p 103
(Representatives) .....June 18—p 52
Quaker Oats Co. (To Close Canadian Mill) .....June 11—p 8
(U.S. Tour) .....June 11—p 42
Ranger Equipment Co. (Sells Assets) .....June 25—p 72
Red Comb Pioneer Mills (Tallow Shipments Suits)....June 18—p 111
Richardson Scale Co. (Appointment) .....June 4—p 64
(Promotion) .....June 18—p 82
Rotor-Ventilator Co. (Sold to Gerber Sheet Metal)....June 25—p 93
Salsbury's, Dr., Laboratories (Poultry Short Course)...June 11—p 89
San Diego Cooperative Poultry Assn. (Rise in Feed Volume) .....June 11—p 20
Sealine Services (Marketing Studies) .....June 18—p 33
Smith-Douglass Co. (Sales Report) .....June 18—p 64
Shell Grain Co. (Plans Expansion) .....June 25—p 22
Spencer Kellogg & Sons, Inc. (Feedlot) .....June 11—p 95
(Sales Report) .....June 25—p 1
Squealer Feed Co. (Student Training Plan) .....June 25—p 68
Sterling Drug, Inc. (Dedication) .....June 11—p 92
Western Farmers Assn. (Elevators Merge) .....June 11—p 36
West Virginia Pulp & Paper Co. (Appointment) .....June 11—p 81
Wights, R. J., Co. (Broiler Market in Utah) .....June 18—p 41
Wirthmore Feeds, Inc. (Folder Issued) .....June 4—p 80

CONDEMNATIONS:
Condemnation Panel at Alabama Meeting .....June 25—p 8

CONFERENCES:
Arizona Cattle Feeders Day .....June 18—p 20
Egg Marketing & Merchandising Institute Conference...June 11—p 26
Florida Beef Cattle Short Course .....June 4—p 62
Iowa Cattle Feeders Day .....June 25—p 1
Kansas Livestock Feeders Day .....June 11—p 32
Kansas State University Conference .....June 18—p 52
North Carolina Management and Marketing Clinic....June 4—p 93
Ohio Beef Cattle Day .....June 11—p 10
Ontario Feed Mill Management School .....June 18—p 10
Oregon Beef Cattle Day .....June 4—p 10
Poultry Servicemen's Clinic .....June 25—p 47

CONSTRUCTION:
East Chilliwack Fruit Growers Co-op Assn. (Chilliwack, B.C.) .....June 18—p 95
Gaddis, Fred, Feed Mill (Forest, Miss.) .....June 25—p 1

CONSUMPTION & PRODUCTION:
Feed Consumption Running Behind 1959 .....June 18—p 8
Feed Tonnage Total for California .....June 11—p 8
North Carolina Feed Tonnage Gaining .....June 4—p 52

CORN:
Cattle Growth Rate on Corn and Milo .....June 25—p 79
Test High-Oil Corn for Effect on Carcass .....June 11—p 15

COTTONSEED MEAL:
Cottonseed Meal Research Outlined .....June 25—p 78

COW POOLS:
New York Company Placing Investors' Cows in Iowa Pool .....June 18—p 33

CREDIT & FINANCING:
Broiler Production Trade Credit Up, But Loans by Banks Off .....June 11—p 7
Central Retail Feed Assn. Convention .....June 11—p 1
Credit as a Sales Tool .....June 18—p 62
Letter Tells Firm's Credit Policy .....June 11—p 60
Ontario Feed Mill Management School .....June 18—p 10

CROPS:
Plantings Late, But Crop Outlook Fair to Excellent....June 18—p 107

CROTALARIA SEED:
Crotalaria Seed Called Threat to Livestock .....June 18—p 69

DAIRY FEEDING:
Pelleted Hay for Dairy Cattle .....June 4—p 38

DAIRY INDUSTRY:
Eastern Federation of Feed Merchants Convention.....June 25—p 1

DISEASE:
Hog Cholera Outbreak Strikes South Georgia .....June 18—p 104

EDUCATION:
Kansas State to Begin Formula Feed Project.....June 11—p 7
To Encourage Poultry Training Enrollment .....June 18—p 30

ENERGY:
Methods for Calculating Amounts of Corn, Soybean Meal Needed to Obtain Specific C:P or Amino Acid Ratios .....June 11—p 18

ENZYMES:
Arizona Cattle Feeders Day .....June 18—p 20
Iowa Cattle Feeders Day .....June 25—p 1
Kansas Livestock Feeders Day .....June 11—p 32
Milzyme Cleared for Use in Medicated Feed .....June 11—p 8

EXPORTS:
Congress Passes and Sends USDA Bill to White House; Export Funds .....June 18—p 112

FAT:
Arizona Cattle Feeders Day .....June 18—p 20
Slight Inedible Tallow Price Cut Seen by USDA .....June 11—p 26

FEED INDUSTRY:
Competitive Position of Small Commercial Feed Mills..June 18—p 92
Ontario Feed Mill Management School .....June 18—p 10
Rain Frustrates Corn Belt Farmer—and the Feed Industry .....June 4—p 1

FISH MEAL:
No Effect on Fish Meal Trade From Peru Strike.....June 4—p 101

FORMULATION:
Methods for Calculating Amounts of Corn, Soybean Meal Needed to Obtain Specific C:P or Amino Acid Ratios .....June 11—p 18
Ontario Feed Mill Management School .....June 18—p 10
Substitution Equivalents to Maintain C:P Balance ....June 18—p 34

FREIGHT RATES:
Freight Rate Cut Seen as Saving for Feeders.....June 11—p 92
Rail Rates Explained for Dehy Processors .....June 4—p 7

FUMIGATION:
Kansas State University Conference .....June 18—p 52

GRAIN ROLLING:
Arizona Cattle Feeders Day .....June 18—p 20
Kansas Livestock Feeders Day .....June 11—p 32

GRAIN SORGHUMS:
Arkansas Experiment Studies Cattle Growth Rate on Corn and Milo .....June 25—p 79
Compare Feed Value of Grain Sorghums, Corn .....June 11—p 16

GRAIN STANDARDS:
Revision of Standards for Mixed Grain Asked .....June 18—p 8

GRAIN STORAGE:
Ample Grain Storage, Says Colorado Group .....June 25—p 16

GRAIN TRADE:
Grain Man Hits Farm Plan; Calls for Trade Public Relations Effort .....June 11—p 1
Pacific N.W. Expanding Storage Space as Government Announces Cut in Rates .....June 11—p 58

GRIT:
Grit Reports Listed in New Bibliography .....June 18—p 35

HORMONES:
Arizona Cattle Feeders Day .....June 18—p 20
Iowa Cattle Feeders Day .....June 25—p 1
Iowa Study Shows Stilbestrol Implants for Calves Speed Growth Before Weaning .....June 18—p 105
Kansas Livestock Feeders Day .....June 11—p 32

INSECTICIDES:
Dow Seeks Clearance on Ronnel in Feed .....June 11—p 4

INTEGRATION & CONTRACT FEEDING:
Article Discusses Leasing Agreements for Pig Breeding Stock .....June 11—p 89
Eastern Federation of Feed Merchants Convention ...June 25—p 1
Egg Marketing & Merchandising Institute Conference..June 11—p 26
Farm Writers Conclude That Integration Isn't Revolutionizing Iowa Agriculture .....June 4—p 96
Interest in Egg Programs in Midwest Continues to Mount .....June 18—p 1
Marketing Trends Affecting Future Egg Marketing Programs .....June 18—p 42
N. Y. Company Placing Investors' Cows in Iowa Pool..June 18—p 33
Turkey Integration Continues in Texas .....June 25—p 72
Turkey Program Boosts Feed Mill Volume .....June 18—p 26
Utah Broiler Raisers Find Good Market for Birds Locally .....June 18—p 41
Virginia Broiler Growers Take Second Look at Business; Some See Time to Change .....June 18—p 60

LEGISLATION:
Additive Bill Moves Closer to Final Congressional Action .....June 11—p 1
American Feed Manufacturers Assn. (Delaney Clause)..June 18—p 1
Delaney Clause Not Changed in Bill .....June 4—p 1
House Rejects Both Senate, Poage Bills; Wheat Bill Hope Dim .....June 25—p 8
Poultry Stabilization Act Support Asked .....June 18—p 56
Revised Feeding stuffs Bill Studied in Canada .....June 18—p 74
Senate Acts on Wheat Legislation .....June 11—p 1
Time Running Out for Additive Bill .....June 25—p 1
Trade Asks Changes in Illinois Feed Law, Control Setup..June 11—p 7
Wisconsin Group Suggests Delaney Clause Amendment..June 4—p 101
Yates Amendment Voted Down .....June 18—p 1

LINSEED MEAL:
New Feed Uses Sought for Linseed Oil Meal .....June 4—p 79

LITERATURE:
California Trio Authors 'Beef Cattle Production' .....June 18—p 68
Grain Marketing Group Reports on Truck Shipments in Region .....June 18—p 48
Grit Reports Listed in New Bibliography .....June 18—p 35

LIVESTOCK INDUSTRY:
Cooperative Starts Hog Feeding Center .....June 4—p 105
Economist Predicts Livestock Production Changes During 1960 .....June 18—p 86
Farmers Form Co-op; Feed Barley to Hogs .....June 18—p 24
Feeder Pigs Increase in Arkansas, Prices Up .....June 18—p 83
Hale County Area in Texas Grows as Cattle Feeding Sector .....June 18—p 56
Production of Beef Jumps in California .....June 4—p 14
Returns from Sheep Top Other Livestock, Says College Worker .....June 18—p 68

LIVESTOCK NUMBERS:
Fall Intentions Show Slowup in Pig Crop Cutback.....June 25—p 1
More Cattle on Feed in California, Arizona .....June 11—p 8
Strong Hog Prices Seen; Pigs Are 'Voting Republican'..June 25—p 1

MANAGEMENT—BUSINESS:
Eastern Federation of Feed Merchants Convention ....June 25—p 1
Financial Planning as Essential for Better Profits.....June 18—p 108
Grain & Feed Dealers National Assn. .....June 18—p 6
Indiana Grain & Feed Dealers Assn. .....June 25—p 4
Management Stressed at Milwaukee .....June 11—p 6
North Carolina Management & Marketing Clinic ....June 4—p 93
Ontario Feed Mill Management School .....June 18—p 10
Study Suggests Management Emphasis Should Be on Many Phases .....June 18—p 95

MANAGEMENT—LIVESTOCK & POULTRY:
"Merry-Go-Round" Laying House .....June 18—p 6
"Merry-Go-Round" Brings Hens to Feed .....June 4—p 105
New Layer House in Texas Combines Pole Construction, Automatic Interior .....June 18—p 105
Second Year Layers Prove Unprofitable in University Study .....June 25—p 62
Sound Effective in Treating Broody Hens in Studies...June 25—p 40
Steers Gain Better on Concrete in Test ...June 18—p 103
Trouble-Shooting .....June 25—p 42
USDA Describes New Feed Handling System .....June 18—p 85

MARKETING:
Cellophane-Wrapped Cartons Up Sales .....June 25—p 80
Competitive Position of Small Commercial Mills.....June 18—p 92
Feed Mill Owner Participates in Egg Marketing Program .....June 18—p 50
Interest in Egg Programs in Midwest Continues to Mount .....June 18—p 1
Marketing Service Studies, Compares Counties in Nation .....June 18—p 33
Marketing Trends Affecting Future Egg Marketing Programs .....June 18—p 42
New Jersey Producers Fight for Egg Market.....June 18—p 29

MERCHANDISING:
Effective Techniques Used by Field Salesman .....June 25—p 58
Feeding Records Help Mill Operator Sell Feed.....June 4—p 66
Feed Mill Owner Participates in Egg Marketing Program .....June 18—p 50
Firm's Meeting Room Pays Off .....June 11—p 36
How Farmers Shop for Feed .....June 11—p 80
New Equipment Doubles Custom Mix Volume .....June 11—p 28
What Farmers Think of Their Feed Dealers .....June 18—p 18
Why Farmers Select a Particular Feed Dealer .....June 25—p 70

MILLFEEDS:
Price Trends of Wheat Millfeeds .....June 11—p 44
U.S. Acts Against Millfeed Imports from Cuba.....June 11—p 59

MINERALS:
Arizona Cattle Feeders Day .....June 18—p 20
Kansas Livestock Feeders Day .....June 11—p 32
Kansas Study Shows Trace Minerals Help Cut Cattle Shrinkage .....June 25—p 36
Putting Research to Work .....June 11—p 64; June 25—p 60
Selenium Concept Is Reported by Chemist .....June 18—p 76

MOLASSES:
Cuba Sells Remainder of '58 Invert Molasses .....June 11—p 101
Cuban Blackstrap Production Rises .....June 4—p 104

PELLETING:
Complete Pelleted Sheep Feed Plan Developed in Ohio..June 25—p 24
Ohio Beef Cattle Day .....June 11—p 10
Operating a Pellet Mill .....June 25—p 26
Oregon Beef Cattle Day .....June 4—p 10
Pelleted Hay for Dairy Cattle .....June 4—p 38
Processing of Feeds Before Pelleting .....June 4—p 86

POULTRY FEEDING:
New Jersey Studies Show Poultry Feed Losses in Drinking Water .....June 4—p 28

POULTRY INDUSTRY:
Alabama Poultry Industry Assn. Convention .....June 25—p 8
A New Look at the Broiler Business .....June 4—p 30
Broiler Numbers Climb in Northern Colorado .....June 18—p 52
Broiler Production Shows Big Increase .....June 25—p 57
Eastern Federation of Feed Merchants Convention.....June 25—p 1
New Broiler Program Planned in North .....June 4—p 1
Oppose Mandatory Grade Labeling .....June 18—p 4
Poultry Condemnation in Georgia Increases .....June 4—p 14
Poultry Stabilization Act Support Asked .....June 18—p 56
Problem of Small Eggs Plagues Broiler Industry.....June 4—p 6
Utah Broiler Raisers Find Good Market for Bird Locally Despite Competition .....June 18—p 41
Virginia Broiler Growers Take Second Look at Business; See Time to Change .....June 18—p 60

POULTRY NUMBERS:
Chick Output Gains, Higher Egg Prices Still Held Likely .....June 18—p 1
Chicks for Supply Flocks Increase .....June 18—p 4
Hatchings of Heavy Breed Poults Show 7% Drop in May .....June 18—p 8
May Production of Eggs 1% Smaller From 2% Fewer Layers .....June 18—p 4
Poultry Output, Price Outlook for Coming Months.....June 11—p 1
USDA Discusses Reasons for Increase in Broiler Egg Settings .....June 11—p 75

PRESERVATIVES:
Reports Research on Levels of Sodium Propionate for Feedstuffs Preservation .....June 25—p 86

PRICES:
Chick Output Gains, Higher Egg Prices Still Held Likely .....June 18—p 1
Farm Products Worth Slightly Less Feed, But Ratios Still Ahead of '59 .....June 4—p 6
Lower Linseed Meal Prices to Continue .....June 4—p 105
Poultry Output, Price Outlook for Coming Months.....June 11—p 1
Price Trends of Wheat Millfeeds .....June 11—p 44
R-T-C Market Reports Gain Favor .....June 4—p 17
Slightly Lower SBOM Price Level Forecast .....June 4—p 106
Strong Hog Prices Seen; Pigs Are 'Voting Republican'..June 25—p 1
Up or Down .....June 18—p 84; June 25—p 91

PRICE SUPPORTS:
Low Prices on Eggs Bring USDA Back into Market....June 25—p 1
Wheat Price Support Rates for 1960 Set Up .....June 4—p 16

PRODUCTION & MILL OPERATION:
Indiana Grain & Feed Dealers Assn. Convention.....June 25—p 4
Feeding Records Help Mill Operator Sell Feed .....June 4—p 66
Feed Mill Owner Participates in Egg Marketing Program .....June 18—p 50
New Equipment Doubles Custom Mix Volume .....June 11—p 28
Ontario Feed Mill Management School .....June 18—p 10
Operating a Pellet Mill .....June 25—p 26
Processing of Feeds Before Pelleting .....June 4—p 86
Turkey Program Boosts Feed Mill Volume .....June 18—p 26
USDA Describes New Feed Handling System .....June 18—p 85

PROTEIN:
Arizona Cattle Feeders Day .....June 18—p 20
High Protein-Urea Supplements With and Without Lysine for Fattening Steer Calves .....June 11—p 55
Iowa Cattle Feeders Day .....June 25—p 1
Methods for Calculating Amounts of Corn, Soybean Meal Needed to Obtain Specific C:P or Amino Acid Ratios.June 11—p 18
No Regular-Type Protein Supplement for Pigs? Illinois Tests Amino Acid Use .....June 4—p 68
Protein and Amino Acid Nutrition of Turkeys .....June 4—p 46

REGULATORY:
Abbott Outlines Arsenical Developments .....June 25—p 7
Additive Bill Moves Closer to Final Congressional Action .....June 11—p 1
Animal Health Institute .....June 18—p 4
Delaney Clause Not Changed in Bill .....June 4—p 1
FDA Finds Residue in Dairy Products .....June 25—p 84
Feed Control Comment .....June 11—p 40
Milzyme Cleared for Use in Medicated Feed .....June 11—p 8
Time Running Out for Additive Bill .....June 25—p 1
Trade Asks Changes in Illinois Feed Law, Control Setup .....June 11—p 7

RESTRICTED FEEDING:
Reports on Effect of Restricted Feeding on Sexual Maturity .....June 25—p 60

SELLING:
North Carolina Management & Marketing Clinic .....June 4—p 93

SERVICE:
Poultry Servicemen's Clinic .....June 25—p 47
Trouble-Shooting .....June 25—p 42
What Farmers Think of Their Feed Dealers .....June 18—p 18

SHEEP FEEDING:
Complete Pelleted Sheep Feed Plan Developed in Ohio..June 25—p 24

(Turn to page 84)

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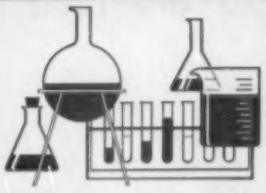

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LIMESTONE PRODUCTS CORP OF AMERICA

Idaho Manufacturer Tells of Sheep Rations.....June 18—p 90

SILAGE:
Milk Production Can Increase With Early-Cut Silage....June 11—p 62

SOYBEANS:
Up or Down .....June 4—p 56

SULFITE WASTE:
Sulfite Waste Hikes Milk Output .....June 25—p 90

SWINE FEEDING:
Illinois Reports on Simplified Pig Rations .....June 11—p 66
Kansas Livestock Feeders Day .....June 11—p 32
Research Reported at Nutrition Seminar .....June 4—p 18

TAPAZOLE:
Iowa Cattle Feeders Day .....June 25—p 1

TRANQUILIZERS:
Iowa Cattle Feeders Day .....June 25—p 1
Kansas Livestock Feeders Day .....June 11—p 32

TRANSPORTATION:
Feed Dealers File Suit in Arkansas Against Railroad...June 11—p 1
Feed Men Attempt to Force Railway to Revive Service..June 4—p 1
Feed Men Fight Railway's Request to Abandon Line...June 18—p 1
Future of Arkansas Line Still Uncertain .....June 25—p 6
Grain Marketing Group Reports on Truck Shipments in Region .....June 18—p 48
Says Railroads Aim to Regain Some Lost Traffic With 'Changes' .....June 4—p 85
See Rise in Southeast Commodity Shipment .....June 18—p 6
Truck-Shipped Grain From Elevators Up .....June 18—p 53

TURKEY FEEDING:
Protein and Amino Acid Nutrition of Turkeys .....June 4—p 46

UNIDENTIFIED FACTORS:
New Growth Promoter Found .....June 18—p 69

UREA:
High Protein-Urea Supplements With and Without Lysine for Fattening Steer Calves .....June 11—p 55
Urea Manufacturer Changes Price Basis .....June 25—p 16
Wisconsin Tests With Urea in Beef Rations .....June 4—p 18

VITAMINS:
Firm's Tests Show Vitamin K Reduces Blood Spot Incidence .....June 25—p 14
New Growth Promoter Found .....June 18—p 69
Putting Research to Work .....June 4—p 22; June 25—p 60
Scientist Discusses Egg Bloodspot Causes .....June 11—p 8
Oregon Beef Cattle Day .....June 4—p 10

California Dairymen Use Pelleted Feeds

KEYES, CAL.—As dairies increase in size in this area, the owners are turning toward bulk handling of feed. While several small operators have quit, the number of cows per herd has steadily increased.

There has also been a trend toward using feed in pelleted form, according to Henry Kamps, manager of the Berry Seed & Feed Co., in Keyes.

"Pellet feeding is being used for all types of dairy cattle," he said. "After putting in a new 100-h.p. pellet mill, we found it was about the busiest piece of equipment we had. We experimented with several pellets, but finally decided upon a 3/16-inch size, as this is what most dairymen prefer."

Mr. Kamps says dairy owners are looking for better feed conversions and more convenient methods of handling feed. A man with 100 cows can usually put in bulk facilities and make back his investment in a year's time because of the labor saved.

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So wrote a professor of animal science at a large midwestern university in response to a letter from a Jamaican feed manufacturer asking which magazine would be most helpful in his business.

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Southern States Co-op Announces Refund

RICHMOND, VA. — Southern States Cooperatives board of directors has authorized the payment of a patronage refund of 0.5% to patrons on their dollar volume of purchases for the fiscal year ending June 30, 1960, according to a report in the July 11 issue of the Southern States Cooperative Service Guide.

The patronage refund of the cooperative will be paid 75% in cash and 25% in capital book equities. None of the refund this year will be paid in the form of common capital stock.

The refund on grain marketed during the fiscal year has been determined to be 0.6 per bushel of grain marketed. This refund will be paid in cash.

Managers Named

FORT DODGE, IOWA — Quaker Oats Co. has announced several changes in managers of its country elevators in the Fort Dodge district along with a change of name to the Central Farm Service Division, handling both the operations of its country elevators and central feeds division.

Vernon T. Boes, elevator agent at Emmetsburg, has been named assistant to the manager at Fort Dodge, and Ronald W. Neal has been named feed sales manager of the Fort Dodge district.

Clyde A. Bavender has been named elevator manager for the Fort Dodge district and Arthur J. Boland, elevator manager for the Lake City district. Clement E. Milder has been named agent at Emmetsburg.

Denver Office

MINNEAPOLIS—An office to engage in purchase and sale of western and midwestern grain has been opened in Denver, Colo., by Cargill, Inc., nationwide agricultural products firm with headquarters here.

Flint E. Harding, Jr., who transferred early in July from a post with the firm's grain export installation in Baton Rouge, La. has been named manager of the new office, at 319 Symes Building, Denver.

The announcement, by grain division vice president H. Robert Diercks, said Michael E. Ragen will move from a merchandising position in Norfolk to replace Harding in Baton Rouge.

Salt Shipping Change

SALT LAKE CITY—Salt destined for feed mills of the Pacific Northwest now is being shipped out of Utah by a new direct service trucking system. Utah Pacific Lumber Transport Co., Portland, Ore., operating in nine western states, has begun shipment to Washington and Oregon plants.

Formerly salt from producers along Great Salt Lake moved to the northwest by rail. "Motor service will greatly reduce the time in transit and provide direct delivery to off-rail customers," according to Foley C. Richards, sales manager of Solar Salt Co. here.

A man should never tear his hair
When jilted by his lady fair
She isn't apt to be enthralled
The least bit more if he is bald.

◆ ◆ ◆

After months at sea the sailor headed for the nearest tavern. Pointing to a patron lying on the floor, he told the bartender: "Give me a shot of that!"

◆ ◆ ◆

A small town is a place where everyone knows what everyone else is doing but still reads the local paper to see if they have been caught at it.

◆ ◆ ◆

The foreman was astonished to see one of his laborers on a construction job pulling his wheelbarrow instead of pushing it.

"What's the idea," he demanded, "of pulling your wheelbarrow?"

"Can't stand the sight of it!" came the reply.

◆ ◆ ◆

The indignant minister looked hard at one of his parishioners.

"I heard you went to a ball game Sunday instead of coming to church."

"That's a lie," the parishioner cried. "And I have the fish to prove it."

◆ ◆ ◆

The sports car owner was giving his friend the first ride in a new foreign import which was low-slung. After they had been driving a while the friend appeared to be puzzled, so the driver asked him what was wrong.

"I can't figure out what that long wall is we've been passing."

"That's no wall," snapped the driver. "That's the curb."

◆ ◆ ◆

The doctor met a former patient on the street. "Hello, Mr. Brown," he said. "Er-uh, that check you gave me came back."

"That's funny," said Brown. "So did my lumbago."

◆ ◆ ◆

A dapper city dude bought an old broken-down horse from a cattleman who was glad to get rid of it for a pittance.

"What in the world are you planning to do with that old nag?" the cattleman asked.

"I'm going to race him," the dude said.

"Well," the cattleman said, "you'll win."

Why Grain Men Prefer

Owner's viewpoint

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